Board of Trade Journal

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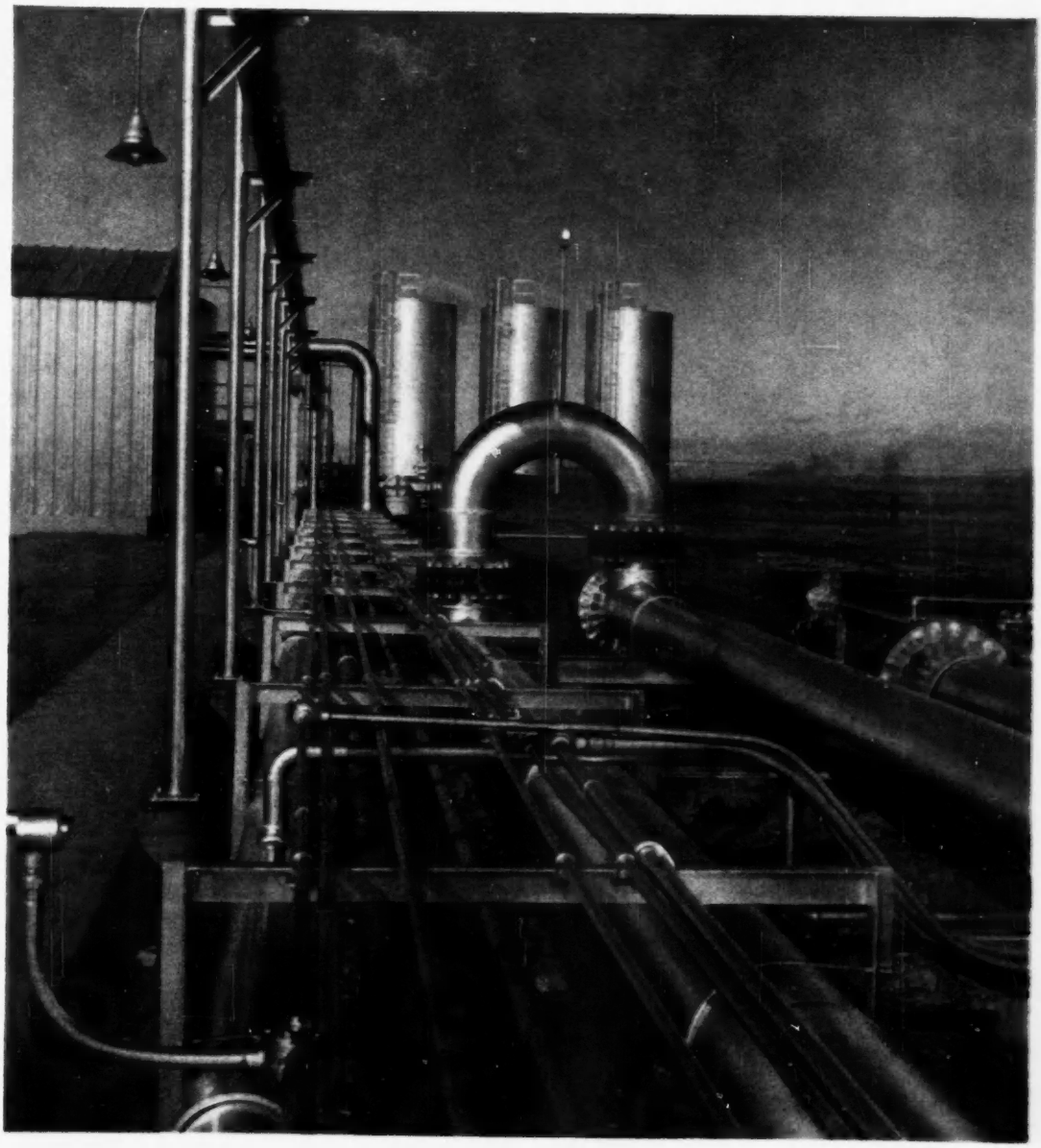

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In all, the use of air cargo by an exporter can be a valuable selling-point for his business. It distinguishes him as a progressive, competitive exporter, willing to take advantage of every marketing tool so buyers achieve maximum sales from minimum stocks.

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BRITISH OVERSEAS AIRWAYS CORPORATION

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VOLUME 187, NO. 3528, PAGES 929-980
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The end of the compressor building and external piping at a natural gas compression and transmission station built for the Hudson Bay Oil & Gas Co., at Cessford, Alberta, by Humphreys & Glasgow (Canada) Ltd. This station is one of the first to incorporate the latest combination for this type of installation of an aircraft gas turbine with a variable vane centrifugal compressor in a multi-stage arrangement. Humphreys & Glasgow Ltd., are international contractors to the chemical, petrochemical, oil, gas and power industries, offering a service of process evaluation and selection, design, procurement, delivery, erection and commissioning throughout the world. Exports account for over 50 per cent of the parent company's business alone, and in the last 72 years Humphreys & Glasgow have built plant in nearly every country in the world.

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Front cover photograph

The end of the compressor building and external piping at a natural gas compression and transmission station built for the Hudson Bay Oil & Gas Co., at Cessford, Alberta, by Humphreys & Glasgow (Canada) Ltd. This station is one of the first to incorporate the latest combination for this type of installation of an aircraft gas turbine with a variable vane centrifugal compressor in a multi-stage arrangement. Humphreys & Glasgow Ltd., are international contractors to the chemical, petrochemical, oil, gas and power industries, offering a service of process evaluation and selection, design, procurement, delivery, erection and commissioning throughout the world. Exports account for over 50 per cent of the parent company's business alone, and in the last 72 years Humphreys & Glasgow have built plant in nearly every country in the world.

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We will be glad to send you information on our manufacturing arrangements programme, a sample listing of Ontario companies seeking new products to manufacture and our enquiry form in which you can set out your requirements.

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'Why should anyone sell to Canada?'

By NOEL S. BELAM,
Principal British Trade Commissioner
in Canada

Said to be the largest passenger liner built in the United Kingdom since the 'Queen Elizabeth', the 45,000-ton P & O-Orient superliner SS 'Canberra' slips into her berth in downtown Vancouver on one of her regularly scheduled visits to Western Canadian waters. Nine big, British-built P & O-Orient liners provide the only ocean passenger liner services linking Vancouver with ports around the world.
Photo courtesy of P & O-Orient Lines.

THIS IS the big question which should in the first instance be answered by posing another question: *'Can I afford to neglect Canada? What am I missing?'* You are missing a market with one of the highest growth rates in the world where the gross national product has grown in the last three years by 7 per cent per annum compared with 6 per cent in the United States or a target of 4 per cent in Britain. A market of only 19 million people but one in which the average income per head is large and where the national income is almost as large as Italy and just over half of that of the United Kingdom. A market which has been expanding over the last three years and one which informed opinion is satisfied will continue expanding in the months ahead.

In spite of these telling arguments, many firms will say, and say with some degree of truth, that the hurdles to overcome are very great.

'But are they really too great?'

Canada – large in area and small in population but with present day fast travel seemingly shrinking in area and at the same time increasing in population. 15 years ago many British firms thought that Canada was the market of the future and as a result invested large sums of money and much time on setting up local branches. Many of these have been successful but some have had a long and hard struggle ending in withdrawal. However, what does this prove? Does it show that Canada is unsatisfactory as a market? No, it shows that the Canadian market is highly competitive and has to be approached in North American rather than in British terms. It also shows, sad to say, that too many British firms came in with inadequate preparation and, very often, too late in the boom to enable them to secure a position in the market before the halcyon days were over. It does not prove that the market is now unsatisfactory. Because a firm had an unfortunate experience 10 years ago surely there is no reason why they should not try again. What we must do is to profit by the lessons of the past, get in on the boom now and use North American methods – which are the methods being increasingly used throughout the world – to establish ourselves in the market."

Back to the original counter-question: 'Can I afford to neglect Canada?'

The simple answer should be 'No'. Here is not a market where the tap is likely to be turned off tomorrow, it is not a market of shrinking purchasing power, it is not a market where there is prejudice against imported goods; on the contrary – the list of development projects alone should be sufficient to convince British industry that Canada is worth looking at again even if there were difficulties in the past. Every firm in Britain appreciates the need for export and the wise firm does not concentrate on one overseas market but tries, within its resources, to spread its net as widely as possible. If such a firm is not already exporting to North America now perhaps is the time to start.

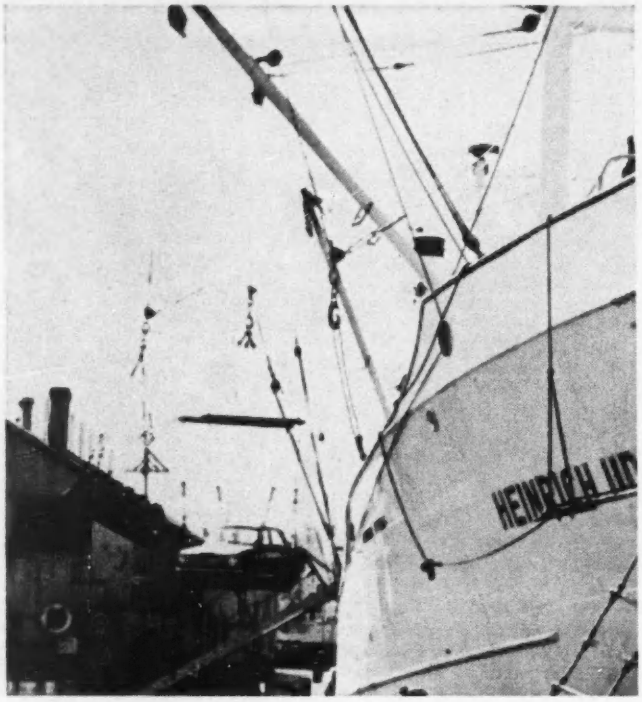
'All right—it is agreed that Canada cannot be neglected but what sort of goods will sell there?'

The good salesman with something to sell can *generally* sell it *somewhere* in Canada. The fact that secondary industries are fast developing in Canada does not necessarily mean that there are no more imports of the products locally produced. It does mean the importation of capital equipment to set up secondary industries and a greater interchange of complementary items. Secondary industry whets the appetite for more goods. I can give as an example that between heavily industrialized countries like Britain and Germany, trade in machinery products alone represents a substantial figure. Both countries realize that the products of one can supplement the products of the other. Britain imported in 1963 machinery other than electric worth over $190 million from West Germany but exported to that country machinery worth over $148 million. I think this should show that the more industrialized Canada becomes, the greater, not the lesser, opportunities there will be for British exports.

Coupled with the development of secondary industries there is the increased exploitation of natural resources resulting in an expanding market for capital goods. Some of the development projects are the largest ever undertaken in Canada or anywhere else. The Columbia and Nelson hydro-electric schemes, the twinning of the Welland Canal, a multi-milion dollar steel complex in Quebec, three or four new pulp mills – these are only a few. Similarly on the consumer goods front there is every justification for claiming that a high standard of living means an opening for sales of imported products. It would be rash indeed for anyone to say categorically that such and such a product will not sell in Canada.

'Still there are only 19 million people!'

Many firms export not only to Canada but also to the United States where the market is 150 million persons and in the North



A Vauxhall car being unloaded from the 'Heinrich Udo Schulte' on the first of the recently inaugurated service by Furness, Withy and Co. Ltd., between Liverpool and Cornerbrook, Newfoundland.

American market the great bulk of the population live within either 100 miles north of the border or 300 south of it.

'What is the market worth in terms of imports ?'

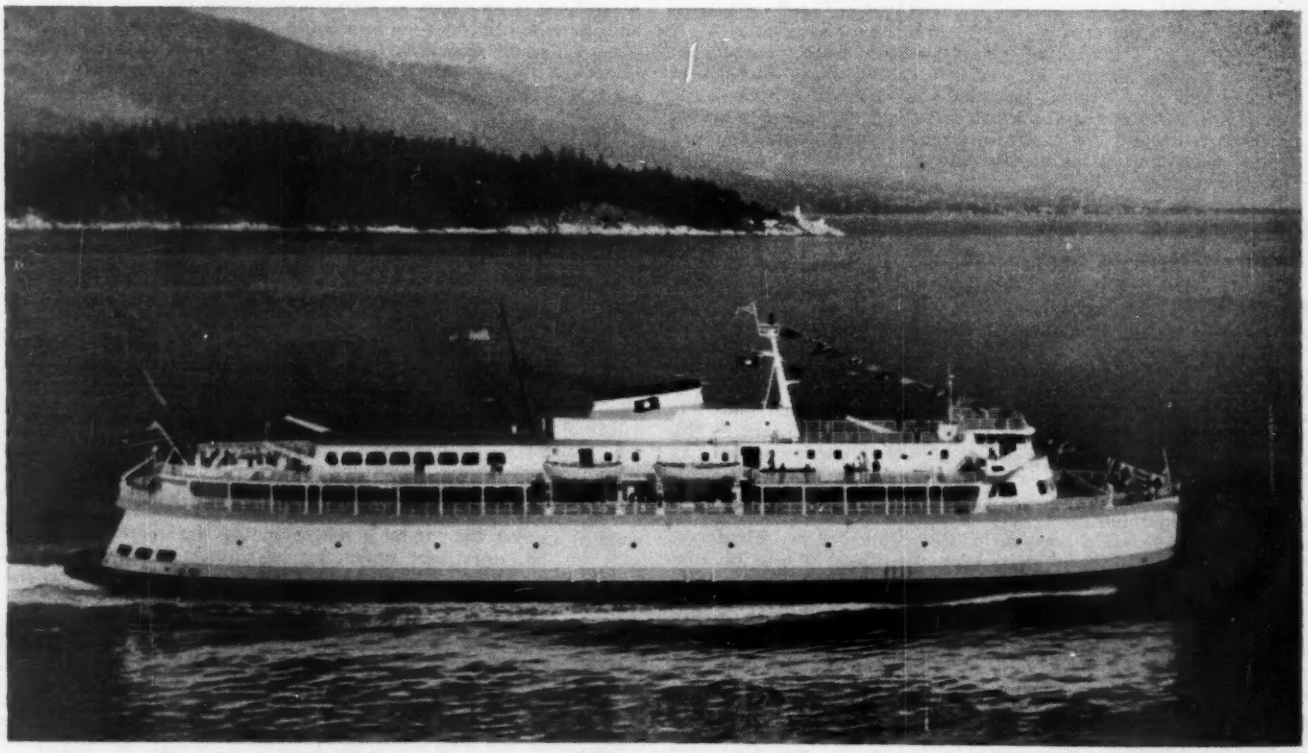
A market which imports over C$6,500 million worth of products annually, our share of which at the moment is only a little over C$500 million or 8½ per cent. A market in which three-quarters of the imports are of manufactures representing a larger import of manufactures than the United States. Not too good a performance on the part of Britain when you remember that we enjoy preferences. Two-thirds of Canadian imports from Britain are admitted duty-free and enjoy an advantage ranging from 5 per cent to 25 per cent of the value of imported goods.

'But what about the cost of freight ?'

Surprisingly enough the cost of freight from the United Kingdom to some parts of Canada is no higher than it is from some parts of the United States to Canada. The Seaway and Great Lakes route take you into the heart of the main North American population centres. Pacific freight rates result in it in many cases being cheaper to import from Britain than to order from Eastern Canada or the United States.

'You said that the market is highly competitive and requires special measures. Can you explain this ?'

Most of the population of Canada live along the southerly boundary of the country – heavily concentrated in Ontario and Quebec but with other sizeable cities and town running across the 3,500 miles of border with the United States to Vancouver on the Pacific Coast with a metropolitan population of 1 million. United States firms are in a position to regard Canada as an extension of their home market. Of course, they have duties and tariffs to overcome but geographically in many instances communications were for years better north and south than they were east and west. This gives the United States an inbuilt advantage. In addition, Canada is geared to United States advertising, packaging, and sales methods. To sell, therefore, in Canada one must take this proximity to the United States market into account. This makes delivery a



MV 'Queen of Vancouver' operated by British Columbia Ferries is equipped with main propulsion machinery and auxiliary machinery supplied by Davy-Paxman and Co. Ltd.

vital factor: quick delivery and no broken promises. Speaking generally, there should be no great fears as to price and quality.

'How can a British firm, 4,000 miles away hope to compete on delivery with a United States firm just around the corner ?'

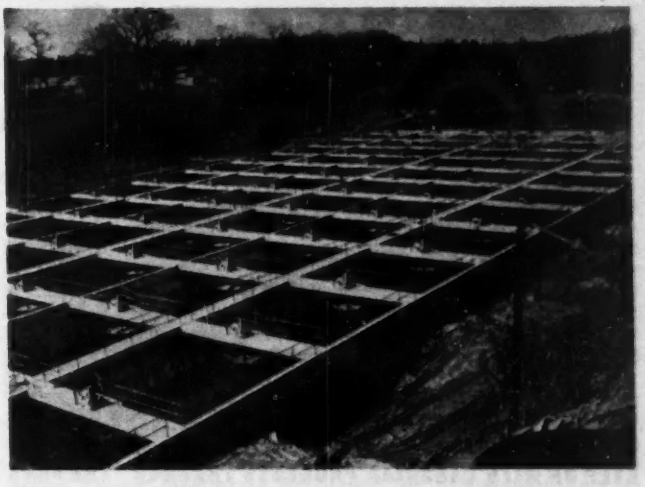
There is undoubtedly a tendency for Purchasing Agents and other buyers to look for delivery dates shorter than those to which British firms are normally accustomed. It is quite useless to sit back and say 'Sorry we cannot meet the delivery date'. The days have long since gone when our overseas customers should be expected to wait for us to deliver in our own good time. They can, and do, pick up the telephone and order direct from the great manufacturing centres of the United States. Not only must letters be answered by air mail promptly but remember that a telephone call need be no more expensive (owing to time changes) than it is for a Canadian call from Western Canada to Toronto.

'If what you say is true, then how on earth can we be expected to get any orders at all ?'

On the assumption that you have become convinced that orders in Canada are worthwile, marketing is of vital importance. One method of dealing with the delivery problem is of course to maintain substantial stocks in Canada or in those cases, e.g. one-off products, where such a practice does not make sense, the Canadian order must be given some degree of priority and be slotted into the production schedule above its normal place. You should also not forget the possibilities of air freight. Why cause inestimable damage to future business when the late delivery could have been overcome by air freight. Whatever you do, it is worth bearing in mind that in this market 'the customer is always right'.

'Will my agent be prepared to finance the carrying of stocks ?'

This is not necessarily so. Many very reputable agents and distributors in Canada are chronically short of cash and would be unable to finance entirely the carrying of stocks. They expect help from principals by means of stock on consignment or longer credit terms than might be regarded as normal. Good representation, preferably regional in character is probably the prime consideration.



Some of the 72 Simcar aerators, supplied by Simon-Carves of Canada Ltd., at the Greenway Pollution Control Centre, London, Ontario. The Simcar aerator is designed specifically for dissolving oxygen in aqueous liquids, at the same time mixing the contents of the containing vessel and maintaining any solids in suspension.

'With very little profit in exporting, such a practice would result in either a nil return or a loss'

It is generally realized that Canada is running a most favourable balance of trade with Britain and whilst there is no desire to in-

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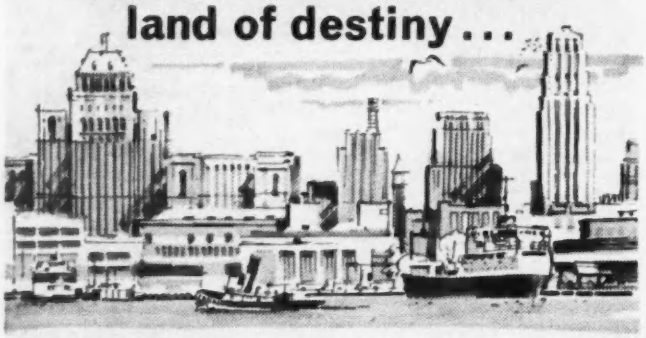

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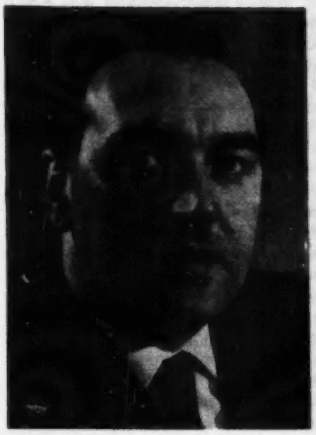
New Ministers at the Board of Trade



Mr. Mason

Mr. Darling

As announced briefly in last week's *Board of Trade Journal*, Mr. George Darling, Mr. Roy Mason and Mr. Edward Charles Redhead have been appointed joint Ministers of State at the Board of Trade, and Lord Rhodes as Parliamentary Secretary. Below are brief biographies:

Mr. Mason was born in 1925 and subsequently was employed as a miner in the Yorkshire coalfields. He held office in the National Union of Mineworkers, from 1947 to 1953, and was a member of the Yorkshire Miners' Council from 1949 to 1953. He is interested in fuel and power and atomic energy. He has been Labour Member of Parliament for Barnsley since 1953.

Mr. Darling was born in 1905 and attended Liverpool and Cambridge Universities. He was in charge of the Co-operative Wholesale Society's Research Department from 1930-37, when he became features editor of *Reynolds News*. From 1942-49 he was Industrial Correspondent of the B.B.C. He has been Labour Member of Parliament for Hillsborough, Sheffield, since 1950 and was Parliamentary Private Secretary to the Minister of Supply from February to October 1951.

Mr. Redhead was born in 1902. He held various offices in the Civil Service Clerical Association and the Society of Civil Servants before becoming general secretary of the SCS from 1948-56. In March 1956 he was elected Labour Member of Parliament for Walthamstow West, succeeding Earl Attlee in his elevation to the House of Lords. Mr. Redhead has been Opposition Whip for the Eastern Area since 1959. He became a member of Walthamstow Borough Council in 1929, was made an Alderman in 1945 and was Mayor in 1949-50 and again in 1961-62.

Lord Rhodes was born in 1895 and was educated at Huddersfield Technical College. Following service in the First World War, in which he gained the Distinguished Flying Cross and Bar, he began business as a woollen manufacturer. He was elected Labour Member of Parliament for Ashton-under-Lyne in 1945 and was Parliamentary Private Secretary, Ministry of Pensions, in 1948, and Parliamentary Secretary, Board of Trade, 1950-51. He was made a life peer in September.

Lord Rhodes

Mr. Redhead

Mr. Jay advises EFTA Governments about new economic measures

MR. DOUGLAS JAY, President of the Board of Trade, saw all the Ambassadors of EFTA countries, including FIN-EFTA, at 9.30 a.m. on October 26 at the Board of Trade, so that he could tell them of the Government's new economic measures.

Board of Trade Ministers appoint their Private Secretaries

THE following have been appointed to be Private Secretaries to the President and the Ministers at the Board of Trade:

President of the Board of Trade, Mr. Douglas Jay, M.P.
Private Secretary, Mr. P. W. Carey.
Minister of State (Home), Mr. George Darling, M.P.
Private Secretary, Mr. M. D. C. Johnson.
Minister of State (Overseas), Mr. E. C. Redhead, M.P.
Private Secretary, Mr. P. L. Gregson.
Minister of State (Shipping), Mr. Roy Mason, M.P.
Private Secretary, Mr. K. J. Jordan.
Parliamentary Secretary, Lord Rhodes.
Private Secretary, Mr. B. Attewell.

Mr. Roy Mason visiting shipyards in Scotland

MR. ROY MASON, Minister of State at the Board of Trade, with special responsibility for the shipping and shipbuilding industries, announced plans to visit shipyards in Scotland on October 29 and 30. Starting with the Clyde he will tour the yards of Fairfield, John Brown, Charles Connell, Lithgows and Scotts' and Alexander Stephen, to see conditions for himself and have talks with the management and with trade union representatives.

Subject to his commitments the Minister is anxious to visit in the future as much of the industry as he can. In London he has already contacted the Shipbuilding Conference, the Confederation of Shipbuilding and Engineering Unions and the Chamber of Shipping.

Government economic appointments

THE TREASURY announce that Mr. A. K. Cairncross is continuing as Head of the Government Economic Service. Mr. Robert Neild has been appointed Economic Adviser to the Treasury.

Government economic measures: temporary import surcharge and relief for exporters

THE FOLLOWING Government White Paper was issued at a press conference at Church House, Westminster, on October 26 by Mr. George Brown, First Secretary of State and Minister of Economic Affairs and Mr. L. J. Callaghan, Chancellor of the Exchequer; Mr. Harold Wilson, the Prime Minister, spoke about the economic situation on television and radio the same evening:

Her Majesty's Government have now completed their first review of the financial and economic state of the nation.

2. The general character of the problems is clear. The Government's task has been to gauge their extent and urgency, so as to judge the direction and strength of the action required. The Government take the view that the country is entitled to know the full facts of the situation, and the steps which have now been decided on to put it right.

3. First, the Government took stock of the international financial situation. They have satisfied themselves that, with the facilities available, the strength of sterling can and will be maintained. But the underlying economic situation remains profoundly unsatisfactory. The policies on which the Government have decided are directed therefore both at the short-term and the longer-term economic problems.

4. The Government have examined the balance of payments prospects for the rest of this year. They have decided that on this occasion it is right that the most recent estimates should be given to the nation. It is expected that, when the accounts for 1964 as a whole are available, they will show a deficit on the balance of payments, taking current and long-term capital account together, which is most unlikely to be below £700 million and may well reach £800 million. In 1965, if there were no change in policy, the estimate is that, although there should be a considerable improvement, the deficit would still be at an unacceptable level. All this calls for immediate but strictly temporary action, drastic at first, but less so as both the immediate measures and the longer-term policies begin to take hold.

5. Whilst there is ample support for sterling in the facilities available to us, we cannot rely on them alone or indefinitely, nor are the Government willing to do so. We must no longer be in the position that every time we seek to increase our national production we are forced almost immediately into deficit.

6. The object of the action is to arrest the tendency of imports to rise and get exports on an upward trend. So far as imports are concerned a sharp distinction must be drawn between the increase in raw material imports required to service an expansion in production and the disturbing increase in manufactured goods most of which this country should be perfectly capable of producing on a competitive basis. This calls for a wholly new approach to the problem of balance of payments difficulties both on the import side and on the side of exports.

7. The Government further examined the domestic economic situation. Apart from special problems of individual areas and a limited number of industries there is no undue pressure on resources calling for action. Moreover, the Government reject any policy based on a return to stop-go economics.

8. An attack must be made on the problem of increasing prices. Not only do they inflict hardship on those least able to bear it, but continually rising prices undermine our competitive power.

9. The Government next examined the prospects for public expenditure and receipts of all kinds. They found here a lack of balance and absence of proper social and economic priorities; nor did they find sufficient faith in the possibility of long-term economic growth or adequate recognition of all that it involves. The large public expenditure programmes which the Government found on taking office would, if left unchanged, fully absorb for the years ahead the future growth of revenue at present rates of taxation, even on the assumption of a regular 4 per cent per year rate of growth of gross national product; and without a growing increase in the rate of personal saving higher rates of taxation would be needed. But these programmes do not provide adequately for the nation's social or economic needs. The Government have already made a start to put these deficiencies right. This will call for increased expenditure in certain fields, where the economic and social benefits are clear, and reduced expenditure in others, where money is being spent without social or economic benefit.

10. The Government believe that programmes of social improvement and economic expansion must go forward together, each dependent on the other, as a coherent long-term plan. They also believe that the people of this country not only wish this to happen but also want to be given the best estimate that can be made of the cost.

11. The Government have had in mind as well the hopes and aspirations of the friends of this country throughout the world. They have earnestly considered the interests of the nations of the Commonwealth, both new and old, their partners in the European Free Trade Association, and the wider community of peace-loving and freely trading nations, together with the many organizations in which the business of international co-operation is carried on. They have been, and are, in continuous commmunication with the Government of the United States of America, and are now in touch with the international organizations concerned on the international aspects of their present programme.

12. The measures set out below are aimed, first, to deal with the immediate and prospective deficit for 1964-65 and, second, to begin the task of dealing with the more intransigent underlying economic problem. The plain fact is that British industry needs to become much more competitive and aggressive. It is for this reason that a Department of Economic Affairs has been established to ensure that everything is done to develop those sections of the economy which are needed to expand exports, replace avoidable imports and to strengthen our industrial base. It is for this same reason that the Ministry of Technology has been established to accelerate the process of modernization and innovation by stimulating a more rapid application of scientific and technological advances to British industry.

13. The Government have taken the following decisions for immediate implementation. Points 1 and 2 will require financial legislation. At the earliest possible moment after Parliament meets, the Chancellor of the Exchequer will therefore make a financial statement and the appropriate Ways and Means Resolution will be tabled. The decisions are as follows:

(1) Decisive steps have been taken to reduce imports from all sources by imposing a system of temporary charges. These will be levied at a rate of 15 per cent on all imports, with the exception of foodstuffs, unmanufactured tobacco and basic raw materials. Details of the scheme are given in the First Schedule.

(2) The Government propose to introduce a scheme for relieving exporters of some part of the burden of indirect taxation which enters into the cost of production of exports. Details are given in the Second Schedule. They will also examine other methods of assisting exporters, particularly in organizing co-operative selling arrangements overseas to enable small firms to play their full part in the export drive. Export credit facilities will be improved wherever this will lead to an immediate increase in our overseas earnings. The Government have decided to set up a Commonwealth Exports Council.

(3) The Government will consult immediately with both sides of industry on the outline of a plan to increase productivity and to ensure that an incomes policy which covers all forms of income and is related to productivity becomes effective. A Price Review Body will be established. The Prime Minister, the First Secretary of State and the Chancellor of the Exchequer will be starting discussions today with the Trades Union Congress, the Federation of British Industries and other organizations.

(4) An active policy will be carried out to make it easier for workers to change their jobs in accordance with the needs of technological progress. This will include a system of severance payments, an improved system of transfer grants and other measures. On these matters too the Government will enter into immediate discussions with both sides of industry.

(5) The Government will foster more rapid development in the under-employed areas of the country.

(6) The Government will carry out a strict review of all Government expenditure. Their object will be to relieve the strain on the balance of payments and release resources for more productive purposes by cutting out expenditure on items of low economic priority, such as 'prestige projects.' The Government have already communicated to the French Government their wish to re-examine urgently the Concord project.

(7) The social programmes of the Government will be unfolded in the Queen's Speech. The country realizes that these will have to be paid for, and the Government will state what is involved and how the cost will be met.

(8) The Government will carry out any necessary consultation with the International Monetary Fund on the use by the United Kingdom of its drawing rights.

14. The Government believe that these immediate measures will halt the drift and set the economy moving in the right direction. They also believe that the further steps necessary to enable Britain to stand on its own feet are well within the capacity of the nation. There are of course two conditions: first, that the energies of all its people are enlisted for the purpose, and second that all sections of the community share in the efforts and in the contributions they are asked to make, on a basis of social justice and equality.

SCHEDULE I

TEMPORARY IMPORT CHARGES

A scheme for temporary import charges will be introduced immediately with the object of effecting a substantial reduction in the present level of imports. These charges will be payable on goods entered with the Customs from midnight tonight and legislation will be introduced to confirm this as soon as possible.

The purpose of the temporary import charges is entirely different from the purpose of the protective tariff from which it will be distinct. The charge is essentially temporary, and will be reduced as soon as the balance of payments situation permits and it will be abolished at the earliest opportunity. The charge will be made on all goods covered by the scheme regardless of their origin.

The charge will not apply to foodstuffs (including animal feeding stuffs), basic raw materials for industry or unmanufactured tobacco. Otherwise the charge will be made generally so as to lighten its incidence and spread it widely throughout the economy. The list of goods excluded from the charge is attached below.

There will be a single rate of charge of 15 per cent.

Relief of the charge will be given, as far as this is practicable, on imported goods subject to the charge and subsequently re-exported.

Imported goods should continue to be entered with the Customs as hitherto until changes in the requirements are published by HM Customs and Excise. Goods will continue to be cleared through the Customs in the normal manner, and importers will be called upon to pay the charge on goods entered on or after October 27, 1964, when the legislation has been passed.

LIST OF GOODS, ACCORDING TO CUSTOMS TARIFF HEADINGS, NOT SUBJECT TO THE TEMPORARY CHARGE ON IMPORTS.

Tariff heading	*Summary description*
01.01–01.06	Live animals.
02.01–02.06	Meat.
03.01–03.03	Fish.
04.01–04.06	Dairy produce, eggs and honey.
05.01–05.15	Hair, bones, ivory and other animal products.
07.01–07.06	Vegetables.
08.01–08.13	Fruit and nuts.
09.01–09.10	Coffee, tea, spices.
10.01–10.07	Cereals.
11.01–11.09	Flour, malt, starch.
12.01–12.10	Oil seeds, roots, plants used for pharmacy, etc.
13.01–13.03	Raw vegetable materials and extracts.
14.01–14.05	Vegetable plaiting and caning materials, etc.
15.01–15.17	Animal and vegetable fats and oils.
16.01–16.05	Preparations of meat and fish.
17.01–17.05	Sugar, syrup and sugar confectionery.
18.01–18.06	Cocoa and chocolate.
19.01–19.08	Preparations of cereals.
20.01–20.07	Preparations of vegetables.
21.01–21.07	Miscellaneous edible preparations.
23.01–23.07	Food industry residues.
24.01	Unmanufactured tobacco.
25.01–25.32	Salt, sulphur, plaster, lime and cement.
26.01–26.04	Metallic ores, slag and ash.
27.01–27.16	Mineral fuels, mineral oils and products.
37.04–37.07	Exposed film and plates.
40.01	Natural rubber.
40.03–40.04	Reclaimed and waste rubber.
41.01	Raw hides and skins.
41.09	Leather parings and waste.
43.01	Raw furskins.
44.01–44.12	Wood, not planed or further prepared.
45.01–45.02	Natural cork and waste cork.
47.01–47.02	Paper making material (pulp and waste paper).
49.05–49.07	Maps, charts, plans, stamps, etc.
49.11 (B) (1)	Certain photographic prints.
49.11 (C) (2)	Certain printed documents and diagrams.
50.01–50.03	Silk worm cocoons, raw silk and silk waste.
53.01	Sheep's or lamb's wool not carded or combed.
53.02	Other animal hair.
53.03–53.04	Waste of sheep's or lamb's wool.
53.05	Sheep's or lamb's wool, carded or combed.
54.01–54.02	Unspun flax and raimie.
55.01–55.04	Raw cotton, linters and waste.
57.01–57.04	Unspun hemp, jute and other vegetable textile fibres.
63.01–63.02	Old clothing and rags.
71.02–71.10	Synthetic and natural precious and semi-precious stones and precious metals not fully manufactured.
71.11	Waste and scrap of precious metals.
72.01	Coin.
73.02	Ferro-alloys.
73.03–73.05	Iron and steel waste, scrap, shot, grit and powder.
74.01–74.02	Unwrought copper and master alloys.
75.01	Unwrought nickel.
75.05 (A)	Unwrought nickel electro-plating anodes.
76.01	Unwrought aluminium and waste and scrap.
77.01	Unwrought magnesium and waste and scrap.
77.04 (A)	Beryllium waste and scrap.
ex 77.04 (B)	Unwrought beryllium.
78.01	Unwrought lead; lead waste and scrap.
79.01	Unwrought zinc; zinc waste and scrap.
80.01	Unwrought tin; tin waste and scrap.
81.01–81.04	Tungsten molybdenum, tantalum and other base metals.
89.04	Vessels for breaking up.
ex 92.12	Sound recordings not produced in quantity and not for general sale.
99.01–99.06	Works of art, collectors' pieces and antiques.

(Continued on next page)

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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GOVERNMENT ECONOMIC MEASURES, *continued*

SCHEDULE II

EXPORTS: SCHEME FOR REBATE OF TAX COMPONENTS

Subject to the necessary legislative authority, the Government have decided to introduce a scheme for repayment to exporters of sums broadly equivalent to the amounts of certain indirect taxes which enter into the cost of production of exported goods. Details are being worked out and will be announced before the end of the year.

Exporters of goods in various broad industrial categories will receive rebates of tax which, subject to certain statistical calculations, are expected to average some 1½ per cent of the value of exported goods; the rates of rebate will probably range from 1 to 3 per cent by ½ per cent stages. The taxes to be rebated are those on oil and petrol, on vehicle licences, and certain items of purchase tax on goods used in industry. The rates will be recalculated from time to time and may be subject to variation. Payment to exporters will be made by HM Customs and Excise in accordance with export documentation which is described in a notice to traders issued today. Exports from today of United Kingdom produce and manufacture will qualify for the rebate. Traders will be asked to make their claims quarterly.

The cost of the scheme, on present statistical information and at the present rate of exports, is estimated at approximately £70 million a year.

The Government have designed this scheme, consistently with our international obligations, in order to make exporting more attractive to a wide range of British industry. The scheme aims at removing one of the burdens at present borne by British exports, and the Government hope that traders will take full and immediate advantage of this new relief by increasing their overseas sales.

The following notice was also issued to the conference by the Commissioners of Customs and Excise:

It has been announced in a White Paper issued today that arrangements are to be made for exports to be relieved of the burden imposed by certain indirect taxes which enter into the cost of production of exported goods. Exporters of goods in various broad industrial categories will receive rebates of tax which, subject to certain statistical calculations yet to be completed, are expected to average some 1½ per cent of the value of exported goods.

While claims cannot, of course be made or paid out until a scheme has been prepared and approved by Parliament, entitlement to relief will commence at once, i.e. in respect of qualifying goods exported on or after October 26, 1964. It will be necessary in due course for exporters seeking payment of money due to them under the scheme to substantiate their claims by reference to the normal commercial documents and accounting records relating to export transactions; and the purpose of this notice is to advise exporters of this requirement so that they can take steps to ensure that all such documents and records are retained.

In particular, exporters should, in their own interests, arrange for evidence of actual exportation to be available as follows:

(a) where Bills of Lading are used, either a copy of the shipped Bill of Lading or a certificate of shipment given by a responsible official of the shipping company concerned;

(b) for exports (other than by post) where Bills of Lading are not used (e.g. exports to the Irish Republic or exports by aircraft), a copy of the consignment note signed by the shipping company, carrier or aircraft company concerned in the actual exportation of the goods;

(c) for exports by post, a certificate of posting initialled by an Officer of the Post Office.

No production cuts to solve economic problems

—Mr. Douglas Jay

'We are determined not to solve our economic problems by cutting back production and slowing down the whole economic advance of the nation. I believe that a way can, and will, be found of keeping our overseas spending within the ambit of our earnings, without sacrificing internal expansion,' Mr. Douglas Jay, President of the Board of Trade, told the British National Committee of the International Chamber of Commerce, at a dinner in London on October 20. This was his first official speech since his appointment as President.

He assured them that the new Government started with no prejudice or bias whatever against private business and industry. The Government believed that this country needed both a public and a private sector; and that it was the job of Parliament to lay down the boundary line between. About the location of that line there would no doubt be many interesting debates. But it was emphatically this Government's wish that industry and trade on either side of it should thrive and flourish. The Government also recognized fully that a very large part of our vital export trade was, and must be, conducted by the private sector of industry.

'It is highly encouraging that world trade has grown fast in the past 10 years; and that world exports of manufactures, for instance, have been growing at nearly 9 per cent a year since 1954,' Mr Jay said. 'Some of the credit for this must surely go to GATT and the other international institutions set up since 1945. What is not so satisfactory is that our trade with the Commonwealth has not been rising at this rate, and that the United Kingdom share of world trade has been so persistently slipping back. For us in Britain, it would I believe be as foolish to be complacent or inert about this as to ignore the progress that has been made in the world as a whole.'

For these reasons, the new Government intended to continue the general support given to GATT by all British Governments since the war. GATT might be imperfect, like other human institutions, and be in need of reform from time to time; but they believed it had proved its value. And it has shown its readiness to respond to change. 'We are doing our best to help forward the discussions now going on in Geneva about a new chapter of the General Agreement designed for the needs and conditions of the developing countries. I hope that other industrialized countries will do no less. We also intend to work as hard as we can for the early success of the present Kennedy Round of Tariff Negotiations. Apart from its other obvious advantages, success here should help the developing countries, because tariff cuts will be extended to them without their being asked for similar concessions in return. I am sure the Kennedy Round will succeed if every nation has the same will to make it succeed as we have in Britain.'

'I believe also that the regional groupings such as EFTA and the EEC can claim some credit for the growth of world trade in recent years. EFTA has been an outstanding success; and we shall do all we can to ensure that it goes on from strength to strength. It has the great merit of establishing free trade between its members, without compelling any of them to raise barriers against any outside nation. I can at the same time assure Dr. Luns (Netherlands Foreign Minister) that we in this country regret the present division of Europe into EFTA and the EEC.'

He agreed, however, that those institutions were not enough, valuable as they were, in the world as it was today. They were open to the criticism, even though it might not always be fair, that their first concern was to make the prosperous nations even more prosperous rather than to develop the needier ones. That is why the Geneva Trade and Development Conference of last Spring was of profound importance.

'The new Government intends to push forward actively the initiative which Mr. Heath took at the Conference,' Mr. Jay said. 'The problems on which the Geneva Conference has focused attention must not be left to run into the sands of diplomatic debate, and it will be one of the

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major objectives of the present Government to work for practical international action for the benefit of the developing countries.

'The best of all ways to help the developing countries is to buy their goods, Britain here has a far better record than any other country in the world. The solution now, we feel strongly in this country – and Lancashire feels it very strongly indeed – is not that we should give up these liberal policies, but that some of the other industrial countries should come rather nearer to our standards and relieve us of a part of the strain we have been carrying.

'Some countries are deterred, I know, by fears about their balance of payments; and we know all about this. Certainly, any nation has not merely a right but a duty to keep its balance of payments within bounds; and a persistent and uncontrolled deficit is no more advantage to the outside world than to the deficit country. But what is not legitimate is the exclusion of the products of the developing world purely for the purpose of protecting local vested interests. If there have to be restraints on imports, they should be designed, not for protection, but for balance of payments reasons; and should therefore be temporary. That, as I understand it, is the spirit of GATT; and I think we now have to get that accepted in the world as a code of ethics, which will speed up still further the growth of international trade without imposing unbearable strains on individual countries. This at any rate will be the general philosophy of the present Government.'

Decisive action to correct balance of payments gap

— Mr. Douglas Jay

'We meet at a moment when the new British Government has been compelled to take firm and decisive action to correct a yawning balance of payments gap and preserve the strength of sterling.' said Mr. Douglas Jay, President of the Board of Trade, at the lunch of the British-Swedish Chamber of Commerce, in London, on October 27. 'The economic situation bequeathed to us by the previous Government was worse than we had realized, and worse than the nation had been told until yesterday. As so often, when action is left too long it has to be more drastic when it comes.

'I am sure,' continued the President, 'that in this emergency the present Government was right in its two main decisions: first, to act immediately and resolutely to get the situation under control; and secondly to reject any measures which would have checked the growth of our national output and productivity. This left us no practical alternative to immediate restraint of imports; and the previous Government, which had largely dismantled the import control machinery, had also left us no time to apply any remedy other than the surcharge which is now being imposed.

'We regard this surcharge as strictly temporary. It is imposed for balance of payments and not protective reasons. It will disappear as soon as our balance deficit is overcome. We shall take a number of practical steps at the same time to increase exports; and these will help to ensure that the deficit is overcome and that the surcharge can disappear as soon as possible. To put this action in perspective, however, let us remember that all food and raw material imports – more than half the total – are exempted from the surcharge; and that the United Kingdom's imports have risen at a very rapid rate in recent years. We are merely restraining the accelerating increase in imports, and believe after this surcharge is applied the total of imports will remain well above the level of a few years ago.

'Because we value the EFTA link, and value it increasingly, we greatly regret that the surcharge must for the moment apply to imports from EFTA and from the Commonwealth. If, however, we had exempted imports from both these areas – nearly half our total imports – our action would have been ineffective. In any case, only 30 per cent of our imports from EFTA will be affected by the surcharge at all, as against 57 per cent of our imports from the Common Market. Because of our wish to strengthen EFTA, however, I can say here and now that we are entering into consultation with the other EFTA governments on the implications for their economic life of the action we have been compelled to take. I am confident that, in the spirit of genuinely friendly co-operation, which has inspired EFTA throughout its history, we can overcome these difficulties together.'

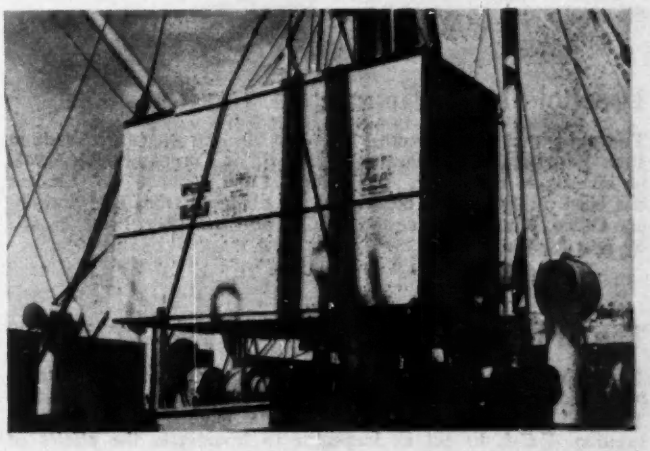
The President went on to say that it was the governments of Britain and Sweden which in the first place took the decision to form and to join EFTA; by doing so they created opportunities in each others' markets for industry to seize. It must be for industry to take advantage of what was offered; but governments could and did provide major assistance and encouragement through a variety of services on which firms could call for information and for establishing contacts.

'Why should each of our two countries be one of the other's export success stories? Tradition and sentiment have a lot to do with it. But tradition and sentiment alone would not have persuaded us to take last year Swedish goods worth over £150 million; and it cannot be just for old times' sake that Sweden buys our chemicals, tractors, or electrical machinery. In a sense Britain is moving nearer to Sweden, as new manufacturing and exporting industries are established in the north of England and in Scotland.

'All this means that Sweden is an exciting place in which to do business. Some, I suspect, have occasionally felt that the standards required were too high, and that there would be no point or profit in trying to conform to them. I hope that, before giving up the attempt to sell in Sweden, they will look closely to make sure that they really cannot meet the requirements. They have a powerful example in those sections of British industry who have made the effort, and whose energy has enabled us to achieve a steadily increasing share even of a rising total of imports. In 1962 our exports to Sweden were worth £158 million; in 1963 they were worth £174 million; and already in the first eight months of this year they had reached £134 million.

Trade between Britain and Sweden, in all its different aspects, is thus highly important to both of us, not only as a source of economic strength today, but as a stimulus and incentive for tomorrow. Seen in the framework of EFTA, it is more significant even than the figures suggest. In its creation, EFTA owed much to Swedish initiative; in the short years since then, it has developed further and faster even than was expected. It is sometimes hard to remember that EFTA has been part of the scene for a mere four years – less than half as long as this Chamber. We have our temporary difficulties; but we shall not lose sight of the fact that in only just over two years protective industrial tariffs between member states will have virtually disappeared. Barriers to trade of other kinds are now being actively studied. EFTA will soon be a single market of a hundred million people.

'I doubt whether the full implications of this have yet been realized. We are often told that industrial advance depends nowadays on the availability of a very large market. Here is a market of a hundred million; and I know of very little hard economic evidence that even greater size beyond that is essential for economic progress. The opportunity is here for all of us in EFTA to seize.'



Heavy equipment is now moving to Nigeria for the construction of the Niger Dam for the Kainji hydro-electric scheme. Lep Transport have been appointed to handle all shipments from the United Kingdom. Seen here being handled by the Mersey Dock and Harbour Board's floating crane 'Atlas' is a 20-ton lift recently shipped in the Elder Dempster Line's vessel 'Owerri' from Liverpool to Apapa. This is the diesel engine for one of five 1,390 kW 3·3 kV 50 c/s diesel alternator sets being supplied by The English Electric Company Limited to provide site power during the construction of the dam.

Changed date for August Bank Holiday next year

AS A NUMBER of inquiries are being received, the Board of Trade would like to remind the public and all those concerned with holiday and programme arranging in 1965 that, as announced in the *London Gazette* of April 3, 1964, the August Bank Holiday next year will fall on Monday, August 30, i.e. *during the last week of August instead of the first week.*

The official announcement of the change followed a statement in the House of Commons on March 4, by the then Secretary of State for Industry, Trade and Regional Development about the extension of the holiday season and the contribution to this which could be made by the introduction of a fixed Spring Bank Holiday and a later August Bank Holiday. As an experiment, it was decided to move the August Bank Holiday in 1965 and 1966 to the end of the month. It is intended to review this arrangement in the light of experience gained during 1965 and 1966, and if it is then decided that the move should be made permanent, consideration will be given to replacing the present Whitsun Bank Holiday by a fixed Spring holiday on the last Monday in May.

The Whit Monday Bank Holiday in 1965 will remain unaffected since it was not possible to alter arrangements already made for school examinations, and in 1966 Whit Monday will in any case fall on the last Monday in May.

Some diaries and calendars for 1965 may be found to contain the traditional August Bank Holiday date. This is unavoidable as printing has to be undertaken considerably in advance and the Government decision to proceed with the experiment without delay could not be made known to the trade in sufficient time for the new date to be included.

Guatemala ratifies Copyright Convention

THE COPYRIGHT (International Conventions) (Amendment No. 2) Order 1964 (S.I. 1964 No. 165) was made recently under the Copyright Act, 1956. Its main purpose is to give protection in the United Kingdom to works originating in Guatemala, as a result of that country having ratified the Universal Copyright Convention.

Copies of the Order may be obtained from HM Stationery Office at the usual addresses, price 3d. By post 5½d.

Freehold Land Finance Co. Limited

THE REPORT of the Inspectors appointed by the Board of Trade in June 1961 pursuant to Section 165(b) of the Companies Act, 1948, to investigate the affairs of Freehold Land Finance Co. Limited has been published and copies may be obtained from HM Stationery Office, Kingsway, London, W.C.2, and branches. Price 2s. 6d., by post 2s. 10d.

Tanah Estates Limited

THE BOARD OF TRADE in pursuance of the powers conferred on them by Section 165(b) of the Companies Act 1948, have appointed Mr. Thomas William Chalk, ACA, Hillgate House, 35 Old Bailey, London, E.C.4, to act as Inspector to investigate the affairs of Tanah Estates Limited.

ECGD business in July-September was a record for third quarter

BUSINESS declared under ECGD 'commercial' insurance during the third quarter of 1964 at £277·4 million was a record for this quarter, though well below the record figure of £314·6 million in the previous quarter. The figure for the corresponding quarter of last year was £274·9 million.

The number of comprehensive policies current at the end of the quarter was again a record at 7,354, compared with 7,174 at the end of the previous quarter.

New commercial business insured during the quarter where the terms have exceeded six months credit was £66·9 million compared with the quarterly average over the previous 12 months of £56·1 million. It included contracts for plastics machinery (£19·8 million), electronic equipment (£2·1 million) and water treatment plant (£2·0 million).

Formal quarterly statement

The number of comprehensive policies current (under Section 1 of the Export Guarantees Acts) at the end of the third quarter of 1964 was 7,354, this compared with 7,174 at the beginning of the quarter and 6,611 at the end of the corresponding quarter last year.

The face value of comprehensive policies current at the end of the quarter was £1,309·8 million, compared with £1,263·5 million at the beginning of the quarter, and £1,133·1 million at the end of the corresponding quarter last year.

New specific policies (covering individual contracts) to a face value of £26·6 million were issued during the quarter. Taking these together with new contracts involving more than six months credit declared under comprehensive policies, the total of new business insured during the quarter where terms have exceeded six months credit was £66·9 million, compared with the quarterly average over the previous 12 months of £56·1 million.

The combined value of all comprehensive and specific insured business (including external trade) declared as shipped during the quarter amounted to £277·4 million, compared with £314·6 million in the previous quarter and £274·9 million in the corresponding quarter last year.

Note:

The figures above, relating to 'commercial' business, do not include the four Financial Guarantees signed during the quarter for contracts totallling £67 million: the Polyspinner plant for Russia, the Algerian pipeline, steel mill for Finland, and textile plant for India.

Export Credits Guarantee Department

During the quarter ended September 30, 1964, the department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949-64, up to a maximum of £96,491,009 in respect of guarantees amounting to £165,203,041;

(b) under Section 2 of the Export Guarantees Act, 1949-64, up to a maximum of £108,421,727 in respect of guarantees amounting to £112,195,079.

Official Receivers in Bankruptcy — Birmingham and Watford

THE ADDRESS of the Official Receiver in Bankruptcy, Birmingham, is to be changed from Somerset House, 37 Temple Street, Birmingham, 2, to Commercial Union House, Martineau Square, Birmingham. (Tel. Central 8831/7). The date of the removal is November 9.

With effect from October 19, the telephone number of the Official Receiver in Bankruptcy, Watford, will be Watford 31022.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 13, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.08	Methimazole . . .	As in previous column .	December 31, 1965	6629
29.16	Ethyl diethoxyacetate .	As in previous column .	December 31, 1965	6599
29.34	Diphenyldichlorosilane .	As in previous column .	December 31, 1965	2619
29.35	DL-Proline . . .	As in previous column .	December 31, 1965	6318
32.07	Preparations consisting of titanium dioxide dispersed in nylon 6, containing not less than 18% by weight and not more than 22% by weight of titanium dioxide.	Nylon 6 polymer (spinning grade).	December 31, 1965	6578
56.03	Yarn waste wholly of man-made fibres.	Nylon waste . . .	December 31, 1965	495
63.02	Nylon stocking waste, not dyed.	Nylon waste . . .	December 31, 1965	495

NOTE: Withdrawal of application.
Interested parties will wish to know that the application for temporary exemption from import duty in respect of the chemical covered by the following description and advertised in the *Board of Trade Journal* on the date shown has been withdrawn.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference	Date published
29.19	Ribose 5-(sodium phosphate).	Ribose 5 phosphate Na.	December 31, 1965	6565	September 18, 1964 (page 627)

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty as from January 1, 1965, on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
29.12	*m*-Chlorobenzaldehyde	884
29.14	*p*-Chlorobenzoic acid	8235
29.35	Phenazine	1140

BTHA to become BTA

A SUGGESTION that British hotel chefs should revive traditional dishes and announce them in English – 'not in restaurant French' – was made by Lord Geddes, chairman, at the annual meeting of the British Travel and Holidays Association in London on October 22.

'We have an educated public demanding good food and drink. This is the time for a renaissance in the British kitchen,' he said.

He also referred to the association's work in endeavouring to improve the quality of souvenirs, and suggested that the spending of more money on museum display and the cleaning of historic buildings would help to develop Britain's tourist potential.

It was announced that the title of the association is to be changed to 'The British Travel Association.'

Opportunities in Anglo-Soviet Trade

October 23, 1964.

The Editor,
The Board of Trade Journal.

Dear Sir,

Mr. Stewart, the British Commercial Counsellor in Moscow, is to be congratulated on 'Opportunities in Anglo-Soviet Trade', in your current issue. I have yet to see so much vital information given in so few words.

R. J. Healey, Overseas Division.
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New industrial town near Newcastle

THE FIRST MILESTONE in a unique co-operative venture which will transform a dying North-east village into a new industrial town was passed on October 23 when the Duke of Northumberland inaugurated the industrial and residential estates at Cramlington, about eight miles north of Newcastle-upon-Tyne.

Cramlington, which will eventually have a population of 48,000, is the first new town in Britain to involve direct co-operation between local authorities and private enterprise. The private developers, who have been connected with the project from a very early planning stage, are William Leech (Builders) Ltd., and John T. Bell and Sons Ltd. They are concentrating on building houses for sale and are also donating land for open spaces and children's playing areas.

The complete site covers 2,200 acres, of which 1,165 are for housing, 530 for industry, 300 for open space, and 60 for the town centre. The first of 12,000 houses will soon be occupied.

The town will have a central area with main shopping facilities, public buildings and offices, and in the neighbourhoods small shopping centres, primary schools, churches, clinics, public houses and playing grounds. The senior schools will be grouped in two large campus sites.

The first factory to be built on the initial 180 acre industrial site, a Board of Trade advance factory, is already occupied by Wilkinson Sword Ltd. Larger factories are in course of construction for Wilkinsons and George Angus and Co. Ltd. The town's second industrial area covering 350 acres is particularly suitable for one or more large manufacturing units.

The chairman of Northumberland County Planning Committee, Alderman the Rev. R. E. Robson, explained at the inauguration ceremony that the scale of requirements for industry and new housing had made it essential to plan a new town at Cramlington.

'In our overall planning our first priority has always been to meet the needs of industry, for secure employment now and in the future is the key to everything,' he said. 'We now have here at Cramlington and at nearly all of our towns in Northumberland full industrial estate facilities ready for immediate development. I think we can justly claim that Northumberland has now one of the best individual development services in the country so that we can offer to accommodate any industry of any size on sites already available for development.'

The Duke said that the new town formed a major and important part of an overall plan for industrial and residential expansion in the county and represented a most fruitful and happy partnership between local authorities and private developers. He congratulated those concerned on a 'bold and imaginative plan' and the speed and drive with which it was being brought in to operation. He emphasized that the new town was extremely well placed for road, rail, sea and air facilities.

NABM Production Survey

THE RESULTS of the eleventh of the quarterly production surveys conducted by the National Association of British Manufacturers, based on replies from a sample of 506 firms, most of which employ less than 500 persons, have recently become available. The replies indicate that their production was still rising in the third quarter, though the rate of increase was slackening.

Eleven firms reveal growth in Northern Ireland

AMONG COMPANIES which in the past three months have announced new developments in Northern Ireland's industrial expansion are the following:

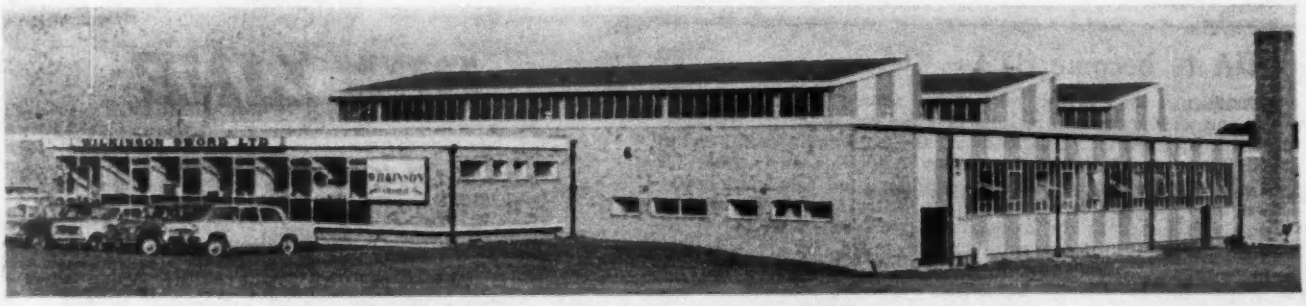
Glass Fabrics Ltd. (Turner and Newall group), of Dungannon, Co. Tyrone, who have increased output by 80 per cent this year, embarking on further expansion aimed at practically tripling production by 1968 and providing 200 extra jobs; British Oxygen Chemicals Ltd., building a new £3,000,000 plant at Maydown, Co. Londonderry, to make acetylene from naphtha instead of, as in the existing plant, from calcium carbide; Cyril Lord (Carpets) Ltd., expanding their tufted carpet factory at Dunaghadee, Co. Down, by 80,000 sq. ft.; The Doagh Spinning Company, a member of the Lindustries group, installing new acrylic knitting yarn plant costing £250,000 in the Prospect Mill, Belfast; S. D. McKee & Co. Ltd., fireplace manufacturers, Newry, Co. Down, expanding for the second time in four years; Survey Technical Services Ltd., an associate company of B.K.S. Air Survey Ltd., Leatherhead, Surrey, moving from old to new and larger premises at Coleraine, Co. Londonderry; Gambles (Belfast) Ltd., expanding from 24,000 sq. ft. to 37,000 sq. ft., their sheet metal works at Lisburn, Co. Antrim; James Burnside Ltd., shirt and pyjama manufacturers, of Magherafelt, Co. Londonderry, extending by 5,300 sq. ft. a 9,000 sq. ft. Government factory occupied only four months ago; Unicorn Engineering Ltd., makers of ganvanized tanks, baths, boilers and fitments, expanding a factory established two years ago in Waringstown, Co. Down; Guest Keen and Nettlefolds Ltd., steel and engineering group, establishing a branch at Sydenham, near Belfast; and a new company, Colin J. Brook & Co. Ltd., of St. Albans, Herts., taking over a factory in Carrickfergus, Co. Antrim, to make specialized machinery, including tools, gauges and machines for the automobile and allied industries.

BTHA 'Come to Britain' trophy award to Ulster

THE 'Come to Britain' trophy – awarded annually by the British Travel and Holidays Association* for tourist enterprise – has been won this year by the new Ulster Folk Museum at Cultra Manor, Craigavad, Belfast. The trophy – a bronze statuette of St. Christopher – was presented to Mr. G. D. Thompson, director of the museum, by Lord Geddes, chairman of the BTHA, at the Association's annual meeting in London on October 22.

In addition to the trophy, the judges awarded certificates of commendation to six other entries: Durham Cathedral Festival of Light Committee – for Durham Cathedral Festival of Light and Sound; Fortes – for the Airport Hotel, London Airport, the Serpentine Restaurant, Hyde Park, London, and Forte's Oxford Motor Lodge, Woodstock Road, Oxford; David MacBrayne, Ltd., Glasgow – for the introduction of three new drive on/drive off car ferry ships commissioned this year for the Western Isles of Scotland; City of Nottingham – for the Nottingham Playhouse; Scottish Hotel School, Glasgow – for a new residential wing added to the Scottish Hotel School, Ross Hall, Glasgow; and County Borough of Southend-on-Sea – for the Cliffs Pavilion, Westcliff-on-Sea.

* Now BTA (*see page* 941).



The Wilkinson Sword Ltd. factory at Cramlington. (*See account at head of column*).

Government factories for rental in Scotland

Interior of vacant 13,855 square feet factory at Hillington, Glasgow.

THE POLICY of building factories in Scotland in advance of requirements has proved so successful that, of those nearly completed by the Industrial Estates Management Corporation for Scotland, only two remain available. Overall success in letting factories is also illustrated by the fact that the space available now, as compared with 1963, has fallen by over 28 per cent (from 797,000 sq. ft. to 569,250 sq. ft.) and this reduction has been achieved despite an advance building programme of 574,000 sq. ft.

A complete list of available factories is included on this page but to illustrate better what IEMCS has to offer several of these are described in some detail in the following paragraphs.

Certain basic factors are common to all, or most of the factories. Floors are reinforced concrete topped with granolithic. Roofs are insulated and patent glazing gives good natural light. All are equipped with central heating and are wired for electric lighting; power wiring within the factories is the responsibility of the tenant. Leases are normally for 20 years at rents assessed by the District Valuer at market values current at the time of application for the factory. The factories are in Development Districts (i.e. areas of high unemployment) so that labour is readily available and industrialists can apply for grants, loans and other Government assistance. In Scotland at present there is a 50 per cent reduction in rates paid if premises are used for industrial purposes and can qualify for full industrial de-rating. All rateable values below are quoted on this assumption.

At Glasgow, Hillington Industrial Estate is sited on the city boundary, five miles from the town centre and adjacent to the docks and airport. There are at present seven factories available and details of two are as follows:

1. The 131,855 sq. ft., modern, single-storey factory has a height to truss of 22 ft. and has North light roof lighting. Heating is supplied from a communal boiler house. There are two 3-ton and one 5-ton electric cranes and large doors give entry on three sides. The rateable value is £9,515 and the current rates are 19s. 3d. in the £. The rent is expected to be in the region of 4s. per sq. ft. per annum.

2. The main manufacturing area of the 19,030 sq. ft. factory is 220 ft. x 50 ft. – completely clear of pillars and traversed for the full length 20 ft above floor level by a 5-ton electric crane, the property of the outgoing tenant. The boiler house serving these premises is operated by the tenant. There are three good offices and there is room for expansion Rateable value is £973 and current rates are 26s. 9d. in the £. Rental is expected to be about 4s. 2d. per sq. ft. per annum.

Vale of Leven Estate, Dunbartonshire, on a most attractive site 16 miles west of Glasgow, has all the advantages of being located in a 'Growth Area'. The 49,980 sq. ft. factory available there is brand new and has a height to truss of 14 ft. The manufacturing area is single-storied fronted by a two-storey office block. The boiler house is operated by the tenant. Rateable value is expected to be approximately 1s. per sq. ft. and the current rates are 23s. 6d. in the £. Rental may be about 3s. 3d. per sq. ft. per annum and there is room for 100 per cent expansion.

Kilwinning Estate, also in a 'Growth Area', is only 11 miles from Prestwick Airport and 25 miles from Glasgow. This building, too, is new with a single-storied area of 14,338 sq. ft. and height to truss of 12 ft. There is well over 100 per cent room for expansion. Rateable value will be about 1s. per sq. ft. and the current rates are 22s. 9d. in the £. The rent is likely to be about 2s. 9d. per sq. ft. per annum.

Another factory – at Peterhead, Aberdeenshire – will be available for occupation early in 1965. It covers 18,804 sq. ft. with stone-built, two-storied offices and a single-storey main assembly shop. The height to the truss is 14 ft. The factory will be let on the basis of a full repairing lease and the rent has been provisionally assessed at about 1s. 8d. per sq. ft. per annum.

The Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C.3 (Tel. Douglas 6651) will be very happy to supply further information of a general nature or about any particular factory. Industrialists can be met by car at airport, station or hotel and conducted on a tour of any factories or sites they desire to see.

Estate		Glasgow Miles	Area (Sq. Ft.)	Height To Truss	
Glasgow – Hillington	(1)	5	2,973	12 ft.	Vacant.
	(2)	5	21,280	12 ft. and 18 ft.	Vacant.
	*(3)	5	131,855	22 ft.	Vacant. 3 Cranes.
	(4)	5	16,537	12 ft.	
	*(5)	5	19,030	27 ft.	Vacant. Crane.
	(6)	5	5,150	12 ft.	
	(7)	5	1,656	12 ft.	
Glasgow – Queenslie	(1)	4	5,202	12 ft.	
	(2)	4	8,324	12 ft.	Vacant.
	(3)	4	26,680	14 ft.	To be built.
Blantyre		10	5,050	12 ft.	
Carfin	(1)	12	26,500	13 ft.	
	(2)	12	2,500	12 ft.	
	(3)	12	5,265	12 ft.	Vacant.
Chapelhall		12	7,990	12 ft.	
Larkhall		17	6,719	12 ft.	
Vale of Leven	*(1)	16	49,980	14 ft.	New. Vacant.
	(2)	16	17,500	12 ft.	To be built.
	(3)	16	2,000	—	
Port Glasgow		17	10,605	12 ft.	
Kilwinning*		25	14,338	12 ft.	New. Vacant.
Dunbristle	(1)	43	27,241	12 ft.	To be built.
	(2)	43	9,412	18 ft.	Plating shop.
	(3)	43	3,420	9 ft. 6 in.	Vacant.
	(4)	43	11,518	—	Office block.
West Calder		31	10,362	12 ft.	To be built.
Kirkcaldy		52	27,500	14 ft.	To be built.
Dundee	(1)	83	27,500	14 ft.	To be built.
	(2)	83	810	—	
Peterhead*		174	18,804	14 ft.	
Fraserburgh		185	8,187	12 ft.	To be built.

*See article.

New Books

Input-output and inter-industry relations

THE use of input-output analysis for the measurement and description of the inter-relation of the various sectors of a country's economy has played an important part in the development in recent years of economic forecasting methods. It is, for example, an integral part of the economic model of the United Kingdom which the Department of Applied Economics at Cambridge University has described in several publications of its 'A Programme for Growth' series that have been mentioned on this page of the *Journal*. Another interesting aspect of this type of statistical analysis is the light it throws on how far one industry is dependent on another, both for the sale of its 'output' and for the purchase of its 'inputs', and how far each industry's sales are dependent on consumption, investment and exports. Thus, the main British official contribution to this subject, the Board of Trade and the Central Statistical Office's jointly published *Input-Output Tables for the United Kingdom 1954* 1961. HM Stationery Office, 7s. 6d., by post 8s.), breaks the whole industrial sector of the economy down into 46 different groups, and shows in tabular form how each of these industry groups is related to each of the others and to each of 44 groups of commodities. The enormous quantities of data that need to be assembled and programmed for an exercise of such dimensions, and the length of time involved in getting out the results, mean that in most countries a full scale input-output analysis is by no means a frequent event – and indeed, the techniques are of such comparatively recent development that the question is not so much one of frequency of analysis in various countries as simply for what countries an analysis is available. In this respect, the United Nations Statistical Office's **Input-Output Bibliography 1960-1963** (159 pages. 15s., by post 15s. 10d., from H.M. Stationery Office and Government bookshops) therefore covers a particularly important period, when the results were being published for the first analyses of a number of important countries (among them France, Germany, the Netherlands and Japan, as well as Great Britain), and when the earliest attempts were being realized to employ input-output techniques to those problems of regional planning which are now becoming so important a feature of the economic scene. This new bibliography embraces all the important books and articles published in this field, as well as many items in which the conceptual and methodological aspects of input-output analysis were developed during the period. It is issued as *Statistical Papers Series M no.* 31 and is a self-contained continuation of an earlier United Nations listing, *Input-Output Bibliography 1955-60* by C. E. Taskier (New York, 1961. Limited distribution and not available from H.M.S.O.). In it, each publication is fully described and specifically cited, and there are full notes and explanations of the scope and coverage of the publications included. There is an index of authors and issuing agencies.

The Belgian Market, 'A Contimart Report' (112 pages, 100s. from Contimart Ltd., 8 Gate Street, Lincoln's Inn Fields, London, W.C.2). contains much basic and general information – mostly drawn from official sources – on the characteristics of the Belgian market as a whole. It deals with size, growth, distribution and spending habits of the population, the economy, foreign trade, the structure of retail distribution, advertising, and the basic conditions for establishing a business in Belgium. The report also presents data in terms of regional distribution, and pays particular attention to the linguistic and cultural divisions, and to the differences in buying habits and economic development between the Walloon and Flemish regions. Most of the information in this book (including the numerous statistical data) is already available to British exporters in one form or another, but this is a convenient and up to date collection with a detailed contents list that helps to make the information accessible.

Canadian Defence Products. Department of Defence Production, Ottawa (354 pages. Queen's Printer, Ottawa. Price not given). Intended primarily as an export guide to the products of the Canadian defence equipment industry, this publication also acts for British exporters as a useful directory of the manufacturers of defence equipment in Canada. The principal contents are a classified list of products, showing the names of Canadian producers of each item, and an alphabetical list of companies with details of the address and main products of each firm. There are also an index of services (e.g., aircraft repair and overhaul) provided by Canadian firms, and some short illustrated descriptions of equipment now being produced in Canada.

The British Banking System. Central Office of Information. Reference Pamphlet no. 65 (48 pages. 3s. 6d., by post 3s. 10d., from H.M. Stationery Office and Government bookshops). A short account of the organization and functions of the British banking system. It starts with a description of the history and organization of the Bank of England and its work in connection with the note issue, the management of Government issues of stock, its banking functions and its external business; and then goes on to describe the work of the London Discount Market and the various types of merchant bank. The final sections are divided into an outline of the principal types of commercial bank, covering both their domestic banking and overseas trading services, and the work of the savings banks.

Giro Credit Transfer System, by F. P. Thomson (219 pages. Pergamon Press, 15s.) A Giro system involves the substitution of credit transfer by postal cheque for actual cash handling. It is the pivot of a general monetary transmission system which is said to provide speedy, inexpensive Post Office money order transfers, both for people without a Giro account as well as for those with one, and discussion of it therefore has some interest for the business community. This book is a practical survey of the working of the Giro system at it operates in a large number of European, South American and Asian countries, and it focuses its attention on the day-to-day working of the scheme in Sweden. The author's purpose in writing the book is to argue for the introduction of the Giro into Great Britain. He discusses how existing institutions could be adapted to suit the new system and what innovations would be necessary. He describes various present-day monetary transfer systems and seeks to prove the advantages of the Giro. A comprehensive bibliography is included, and the foreword has been contributed by Douglas Jay, President of the Board of Trade.

General Catalogue of OECD publications . . . 1964 (70 pages. Free from H.M. Stationery Office (P6c), Atlantic House, Holborn Viaduct, London, E.C.1). A stock list of OECD publications in print (including those of the predecessor OEEC and its European Productivity Agency), which contains many items of interest and importance for the study of economic and market conditions in the member countries of this enlarged international organization. The Organisation for Economic Co-operation and Development's regular commentaries and reports on economic affairs, such as are found in its annual series of *Economic Surveys by the OECD*, its various statistical services (e.g., the *Foreign Trade Statistical Bulletins* and the *General Statistics*), the studies of industrial sectors such as chemicals, iron and steel, non-ferrous metals, engineering, timber, textiles and building – all these are listed and described in sufficient detail for ordering and citation purposes, together with the many other *ad hoc* and periodical publications that are familiar to all seasoned users of comparative data in these fields. This catalogue includes some important out-of-print items, but all other titles listed can be obtained at the stated prices from HM Stationery Office and Government bookshops.

British Guiana . . . Welcome Investors (25 pages. Free from the Guyana Industrial Development Corporation, P. L. Box 708, Georgetown, British Guiana). An illustrated brochure briefly outlining the British Guiana government's industrial policy, the functions of the Guyana Industrial Development Corporation and the specific incentives offered.

Joint Venture Hong Kong (16 pages. Free from the Hong Kong Government Office 54, Pall Mall, London, S.W.1). Specially prepared for industrialists interested in manufacturing in Hong Kong, this pamphlet gives brief information on the manufacturing conditions and regulations existing in the Crown Colony.

Other Publications

MODERN POWER STATION PRACTICE. Volume 5. 239 pages. 60s. from the Central Electricity Generating Board, Public Relations Branch, Bankside House, Sumner Street, London, S.E.1.

WEST AFRICAN DIRECTORY, 1964-5. 634 pages. Thomas Skinner & Co. Ltd., 42s.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.))

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,095	3,478	922	688	591	1,205				
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+392	+320	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	101	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	130	107	131	146	132	+133	+ 89	+15	+30
1962 4th quarter	114	115	130	124	115	101	126	111	127	136	124	+ 9	— 9	+ 9	+24
1963 1st quarter	113	113	130	125	114	101	115	104	126	101	116	— 20	+ 56	—16	N/C
2nd quarter	116	118	132	128	117	102	129	109	128	150	128	+ 38	— 9	+22	— 5
3rd quarter	116	120	138	130	120	105	135	106	130	164	140	— 36	— 33	—19	— 6
4th quarter	123	124	138	132	121	105	140	109	140	168	143	+151	+ 75	+28	+41
1964 1st quarter	121	127	141	134	121	106	144	115	145	175	151	+ 96	+ 94	— 4	+ 4
2nd quarter		127			120	105	149*	120	144	179*	152*		+120	+12	+ 1
1964 February	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..
August	..	127*	..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+113
1962 4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 35
1963 1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 82
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	— 5
1964 1st quarter	140	121	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 89
2nd quarter	148*	125*	125·5	+2·8	107·8	125·0	147·4	355	— 90	—58	230	+48	+33	147	133	—113
3rd quarter			126·5	+4·3	108·6*	125·5*	149·3	311	— 44	—34	242	+12	+ 6	147	132	
1964 February	137	121	123·1	+1·2	108·2	123·9	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140	121	123·6	+1·5	108·1	124·3	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	144*	123*	124·7	+2·0	108·1	124·8	146·7	394	— 19	—20	212	+10	+14	146	127	..
May	147*	126*	125·7	+2·9	107·6	125·1	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	148*	125*	126·2	+3·4	107·8	125·2	148·2	315	— 42	—33	251	+24	+13	152	132	..
July	151*	120*	126·2	+4·0	108·1*	125·4*	149·0	303	— 12	—15	250	— 1	+ 3	138	125	..
August	154*	117*	126·7	+4·7	108·6*	125·5*	149·3	314	+ 11	+10	239	—11	— 9	153	140	..
September			126·7	+4·4	109·2*	125·6*	149·7	315	+ 1	+11	239	Nil	— 7	151	131	..
October								332*	+ 17*	+27	233	— 6	—12			

† NOT seasonally adjusted. * Provisional.

United Kingdom trade in third quarter

EXPORTS HAVE BEEN tending downwards slightly during the second and third quarters following a marked rise late last year and early this. This step-like sequence of sizeable expansion followed by flatness or slight decline is a feature of the trend of our exports. It is in part a reflection of short term changes in the market pattern and the proportions of markets which at any one time are expanding or declining. In addition, there are short term variations in the commodity make-up of export deliveries, particularly in the products of the engineering and allied industries, which include large and expensive items delivered irregularly, such as heavy plant, ships and aircraft. It is possible that the delays at the ports reported during September may have reduced a little both exports and imports recorded for the month and this introduces some uncertainty into the assessment of underlying trends.

Exports in September were £346 million (seasonally adjusted), a little below the average for recent months. In the third quarter they were £349 million a month, £3 million a month (1 per cent) less than in the second quarter when, in turn, they were 1 per cent less than in the first. In the first nine months of this year exports were 4 per cent more than the average for 1963. The major changes since the first quarter have been the downturn in exports to the Common Market and a flattening to the Sterling area; shipments to both these areas had risen strongly in the first quarter. These changes have more than offset a recovery in exports to North America after a drop in the first quarter. Exports of manufactures have not increased since the first quarter; they were rising last year. The main changes have been in machinery, shipments of which have been falling after a period of flatness, and in road vehicles, which have eased back after a strong rise at the end of last year: semi-manufactures have continued to grow.

Imports are still at a high level. In the third quarter they were £461 million a month (seasonally adjusted), about the same as in the second quarter, but the third quarter's figures may have been affected a little by the delays at the docks. The second quarter total was 2 per cent more than in the first quarter which, in turn, was 7 per cent more than in the fourth quarter of 1963. In the first

United Kingdom Trade

A. Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance
1962	316	374	13	— 6
1963	340	402	13	— 4
1963 1st quarter	328	375	12	+ 7
2nd quarter	336	396	13	— 2
3rd quarter	346	412	13	— 8
4th quarter	350	423	13	—14
1964 1st quarter	356	453	12	—35
2nd quarter	352	461	13	—44
3rd quarter	349	461	14	—49**
1964 April	337	457	13	—52
May	370	450	13	—18
June	348	474	12	—60
July	331	430	13	—40**
August	370	479	14	—49**
September	346	472	14	—59**

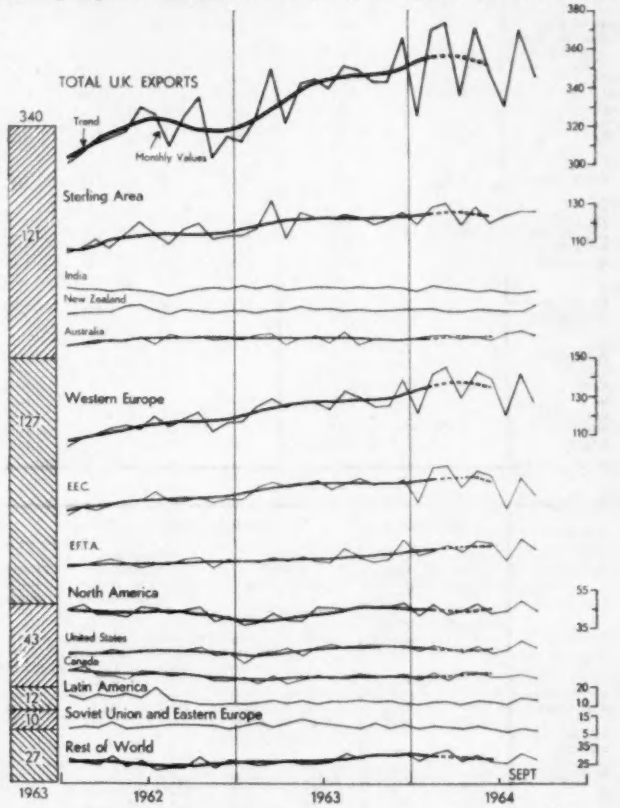
** Estimated.

B. Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
4th quarter	359·9	427.2	13·2
1964 1st quarter	360·1	460·4	12·8
2nd quarter	363·6	465·8	13·1
3rd quarter	325·1	445·5	12·0
July	327·9	451·6	11·4
August	345·7	443·6	12·1
September	301·9	447·9	12·1

United Kingdom exports areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1963				1964					
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	July	Aug.	Sept.
Sterling Area	120	120	123	122	126	122	125	124	126	126
Australia	21	19	19	19	21	20	23	22	24	22
New Zealand	9	10	10	10	10	10	10	10	9	12
India	12	11	11	11	11	10	9	9	9	10
Western Europe	123	125	129	129	136	137	129	120	142	127
Economic Community	67	69	70	70	72	73	66	62	73	64
Free Trade Assocn. (inc. Finland)	45	45	47	48	50	53	51	45	57	51
North America	39	41	45	47	44	45	46	44	49	44
United States and Dependencies	25	28	31	31	29	28	30	29	33	30
Canada	14	13	15	15	14	16	15	15	16	14
Latin America	12	12	12	12	12	12	12	11	14	13
Soviet Union and Eastern Europe	10	12	9	10	9	9	8	7	9	7
Rest of World	25	26	28	30	30	27	27	25	30	27
Total	328	336	346	350	356	352	349	331	370	346

nine months of this year imports were 14 per cent more than the average for 1963. The slowing down of the expansion in imports has come from industrial materials and finished manufactures, both of which rose only a little in recent months, and a slight fall in fuels after they had been rising in the first half year. Against this, imports of food, which have oscillated this year, rose again quite sharply in the third quarter after falling back in the second.

With exports easing back slightly and imports still high, the trade deficit increased in the third quarter to £49 million a month (seasonally adjusted) compared with £44 million a month in the second quarter and £35 million a month in the first. In 1963 it averaged £4 million a month.

Area pattern of exports

Western Europe

After a strong rise in exports to Western Europe in the first quarter of the year there was only a modest increase in the second quarter and in the third they fell by £7 million a month (5 per cent). The fall was mainly in exports to the Common Market. Exports to Italy (down to £10 million a month, seasonally adjusted, in the third quarter from £14 million a month a year earlier) and to France continued to decline and this was reinforced by small reductions in exports to other countries which had been rising earlier in the year. There was also a small reduction in exports to EFTA countries after a long period of continuous growth. There has been little change this year in exports to other Western European countries.

Sterling area

Exports to the sterling area seem to have flattened out in the last six months after a strong rise at the turn of the year. To South Africa and the Irish Republic they have continued to rise this year whilst to Australia they have increased after a gentle decline during 1963. There has been little change in exports to New Zealand. Exports to India, Ghana, Malaysia and sterling countries in the Middle East, however, have been falling; exports to these countries, collectively, were rising in 1963.

United Kingdom exports: Sterling Area

£ million f.o.b.
(*percentage change on a year earlier*)

	1st quarter 1964	2nd quarter 1964	3rd quarter 1964
Sterling Area:			
Australia	64·1 (+ 0)	60·0 (+ 2)	65·3 (+18)
Seasonally adjusted	*62*	*60*	*68*
New Zealand	29·1 (+14)	29·2 (— 4)	28·3 (— 0)
Seasonally adjusted	*30*	*29*	*30*
India	34·7 (+ 1)	32·4 (— 5)	26·3 (—17)
Seasonally adjusted	*34*	*30*	*28*
Pakistan	11·5 (+10)	10·9 (+21)	9·0 (—10)
Ceylon	5·6 (+33)	5·8 (+ 5)	4·5 (—30)
Hong Kong	14·5 (+16)	12·6 (— 4)	13·2 (+ 5)
Malaysia	22·1 (+ 4)	21·1 (— 4)	18·0 (— 9)
Ghana	7·8 (—12)	6·4 (—29)	8·6 (—17)
Nigeria	18·5 (+10)	17·1 (+11)	15·5 (— 3)
Rhodesia and Nyasaland	10·0 (— 7)	9·9 (— 1)	9·6 (— 4)
Kenya	7·9 (+ 6)	8·6 (+11)	7·7 (+10)
Jamaica	5·5 (+14)	5·5 (+21)	5·4 (+14)
Trinidad and Tobago	6·4 (+10)	5·9 (— 6)	5·2 (— 8)
Irish Republic	40·7 (+20)	41·9 (+ 9)	38·2 (+ 8)
Seasonally adjusted	*40*	*41*	*41*
South Africa	55·4 (+ 2)	53·6 (+19)	54·6 (+16)
Seasonally adjusted	*50*	*53*	*58*
Middle East	20·2 (— 1)	18·8 (— 6)	16·7 (—10)
Other	30·6 (+ 5)	31·1 (+ 4)	29·0 (— 0)
Total Sterling Area	384·4 (+ 6)	370·8 (+ 3)	355·1 (+ 2)
Seasonally adjusted	*377*	*366*	*376*

North America

Exports to North America have been recovering in recent months after falling back in the first quarter. They had been growing last year. Exports to Canada have fluctuated in the last two years with the average rate showing a rising tendency over the last 12

(*Continued on page 949*)

United Kingdom exports: Non-Sterling Area

£ million f.o.b.
(*percentage change on a year earlier*)

	1st quarter 1964	2nd quarter 1964	3rd quarter 1964
Non-Sterling Area:			
North America	121·1 (+11)	145·7 (+10)	130·6 (+ 1)
Seasonally adjusted	*131*	*134*	*137*
United States & Deps.	83·9 (+15)	88·0 (+ 3)	88·0 (+ 1)
Seasonally adjusted	*88*	*85*	*91*
Canada	37·2 (+ 2)	57·6 (+24)	42·6 (— 0)
Seasonally adjusted	*43*	*49*	*45*
Latin America	37·1 (+ 2)	35·6 (+ 4)	35·4 (+ 1)
Seasonally adjusted	*35*	*36*	*37*
Argentina	6·3 (— 8)	5·8 (+19)	6·5 (+ 4)
Venezuela	5·3 (+ 6)	6·0 (+35)	5·1 (+ 7)
Other	25·5 (+ 4)	23·8 (— 4)	23·8 (— 0)
Western Europe	416·3 (+10)	429·9 (+10)	356·5 (— 0)
Seasonally adjusted	*408*	*410*	*388*
Economic Community	224·4 (+ 9)	225·6 (+ 6)	184·9 (— 6)
Seasonally adjusted	*217*	*218*	*199*
France	49·6 (+14)	50·2 (+ 6)	38·5 (— 5)
Seasonally adjusted	*47*	*46*	*44*
Western Germany	52·6 (— 7)	57·6 (+ 8)	51·0 (— 1)
Seasonally adjusted	*50*	*58*	*53*
Italy	41·3 (+ 6)	34·5 (—17)	26·7 (—36)
Seasonally adjusted	*40*	*33*	*29*
Netherlands	50·0 (+20)	51·5 (+16)	44·2 (+12)
Seasonally adjusted	*48*	*50*	*47*
Belgium and Luxembourg	30·8 (+26)	31·8 (+22)	24·6 (+ 5)
Seasonally adjusted	*29*	*31*	*27*
Free Trade Association including Finland	153·7 (+12)	166·4 (+18)	137·8 (+ 8)
Seasonally adjusted	*151*	*158*	*153*
Sweden	47·1 (+18)	53·3 (+18)	43·4 (+17)
Seasonally adjusted	*46*	*49*	*50*
Norway	25·7 (+14)	21·8 (— 2)	18·4 (—11)
Denmark & Greenland	29·4 (+ 2)	32·0 (+22)	25·9 (+15)
Switzerland & Liechtenstein	20·1 (+14)	22·9 (+30)	19·7 (+ 0)
Portugal, Azores and Madeira	9·0 (+14)	9·9 (+21)	8·6 (+13)
Austria	8·1 (+11)	8·0 (+14)	6·9 (— 3)
Finland	14·4 (+13)	18·6 (+30)	14·9 (+17)
Spain, Canary Islands and Spanish Ports in North Africa	20·3 (+18)	18·7 (+ 7)	16·8 (— 2)
Other	17·9 (— 2)	19·2 (— 2)	17·0 (+ 5)
Soviet Union and Eastern Europe	28·8 (— 6)	25·7 (—26)	21·7 (—20)
Seasonally adjusted	*27*	*26*	*23*
Soviet Union	11·5 (—23)	9·8 (—35)	7·5 (—31)
Other	17·3 (+10)	15·9 (—19)	14·2 (—11)
Other Non-Sterling	92·6 (+16)	83·5 (+ 5)	75·9 (— 2)
Seasonally adjusted	*90*	*81*	*82*
Middle East	46·8 (+16)	39·5 (— 4)	33·8 (—13)
Japan	14·9 (+36)	15·0 (+29)	13·9 (+10)
Seasonally adjusted	*15*	*13*	*15*
Other	30·9 (+ 7)	29·1 (+ 9)	28·2 (+ 8)
Total Non-Sterling	695·9 (+10)	720·4 (+ 7)	620·1 (— 1)
Seasonally adjusted	*690*	*687*	*668*

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Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom exports			
	1963 year	1st qtr. 1964	2nd qtr. 1964	3rd qtr. 1964	1963 year	1st qtr. 1964	2nd qtr. 1964	3rd qtr. 1964
0. Food and Live Animals . . . . . Total	381·7	437 0	411·2	384·0	35·2	39·8	40·2	37·9
00 Live animals	12·6	17·4	13·5	14·1	5·3	7·3	9·0	7·3
01 Meat and meat preparations	78·3	88·8	86·6	102 8	1·9	3·8	2·9	2·1
02 Dairy products and eggs	46·7	55·9	49·5	47·7	2·2	2·0	2·3	2·4
03 Fish and fish preparations	12·5	20·5	12·7	15·3	1·9	1·9	1·9	1·8
04 Cereals and cereal preparations	54·1	59·4	57·6	50·7	5·7	4·7	4·6	4·3
05 Fruit and vegetables	70·7	69·1	85·8	63·7	2·3	2·9	1·7	1·7
06 Sugar, sugar preparations and honey	43·4	57 8	41·7	26·8	9·7	10·4	12·1	12·3
07 Coffee, cocoa and preparations, tea and spices . .	42·8	44·0	41·3	37·2	3·0	2·9	2·3	2·8
08 Feeding stuff for animals	15·6	16·7	14·3	17·3	1·0	1·1	0·8	0·9
09 Miscellaneous food preparations	5·1	7·4	8·1	8·3	2·3	2·8	2·6	2·2
1. Beverages and Tobacco . . . . . Total	37·7	26·2	28·1	43·3	28·8	24·6	28·7	29·8
11 Beverages	12·8	10·9	14·9	16·9	24·3	20·6	24·8	25·6
12 Tobacco	24·9	15·3	13·3	26·4	4·5	4·1	3·9	4·2
2. Crude Materials, Inedible . . . . . Total	236·7	265·1	266·4	259·0	38·2	41·8	43·2	31·9
21 Hides, skins and fur skins, undressed . . .	14·7	19·4	12·6	10·9	1·1	1·6	1·4	1·0
22 Oil seeds, oil nuts and oil kernels	13·1	10·9	12·1	10·2	0·0	0·0	0·0	0·1
23 Crude rubber (including synthetic and reclaimed) .	13·2	13·1	11·5	12·4	2·2	2·4	2·3	2·1
24 Wood, lumber and cork	42·6	35·1	50·2	72·5	0·2	0·2	0·1	0·0
25 Pulp and waste paper	28·8	34·1	33·5	32·3	0·4	0·6	0·5	0·4
26 Textile fibres, not manufactured and their waste .	67·0	88·8	80·2	48·7	24·9	27·0	28·9	20·2
27 Crude fertilizers and minerals	9·8	10·7	10·6	12·1	4·4	4·6	4·7	4·5
28 Metalliferous ores and metal scrap	35·9	39·7	46·3	48·2	4·1	4·3	4·4	2·9
29 Crude animal and vegetable materials . . .	11·5	13·2	9·4	11·7	0·8	1·0	0·8	0·7
3. Mineral Fuels, Lubricants, etc. . . . . Total	140·6	145·3	152·2	140·9	41·2	36·9	34·3	31·0
33 Petroleum and petroleum products	140·3	144·8	151·7	140·6	29·1	25·2	25·0	22·9
Coal, coke, gas and electric energy	0·3	0·5	0·5	0·4	12·1	11·7	9·4	8·1
4. Animal and Vegetable Oils and Fats . . . Total	11·0	10·4	16·1	12·0	2·0	1·2	1·4	1·4
5. Chemicals . . . . . Total	51·5	62·4	63·3	62·9	92·0	101·5	103·7	100·0
51 Chemical elements and compounds	19·2	23·2	24·9	25·8	23·2	26 4	26·7	24·7
53 Dyeing, tanning and colouring materials . . .	2·9	3·8	4·2	3·9	12·0	13·1	13·9	13·4
54 Medical and pharmaceutical products . . .	1·6	1·8	1·9	1·7	13·5	14·9	14·5	14·1
55 Essential oils and perfume materials . . .	3·2	3·8	3·9	3·6	8·5	9 0	9·2	8·9
56 Fertilizers, manufactured	5·0	6·2	4·0	4·1	1·2	1·2	1·3	1·8
58 Plastic materials and artificial resins . . .	10·8	13·6	13·9	13·3	16·0	17·8	18·4	18·6
All other chemical materials and products . .	8·7	10·0	10·6	10·5	17·7	19·1	19·7	18·6
6. Manufactured Goods Classified Chiefly by Material . Total	177·7	222·5	231·1	226·6	228·2	240·6	252·4	229·4
61 Leather, leather manufactures and dressed furs . .	6·7	7·8	7·9	7 0	7·0	7·6	7·6	6·6
62 Rubber manufactures, n.e.s.	2·1	2·6	3·0	3·0	12·3	12·3	12·7	11·0
63 Wood and cork manufactures (excluding furniture) .	13·2	15·3	16·8	16·3	1·3	1·5	1·5	1·3
64 Paper, paperboard and manufactures thereof . .	28·5	32·6	33·9	33·9	11·7	12·1	12·3	11·2
65 Textile yarn, fabrics and articles	36·2	43·2	46·7	44·7	63·5	67·6	70·8	64·9
66 Non-metallic mineral manufactures	5·8	6·8	7·7	7·9	16·9	18·3	19·5	17·6
67 Iron and steel	18·8	34·6	28·7	21·8	51·1	52·2	56·3	52·2
68 Non-ferrous metals	58·6	70·5	76·4	82 4	31·1	32·9	34·9	32·0
69 Manufactures of metal, n.e.s.	7·9	9·2	20·1	9·7	33·2	36·0	36·9	32·7
7. Machinery and Transport Equipment . . . Total	101·7	136·4	141·8	128·1	451·6	486·8	478·5	405·3
71 Machinery other than electric	63·5	79·3	88·0	81·5	214·6	231·7	226·6	188·1
72 Electrical machinery, apparatus and appliances .	23·2	27·3	30·3	29·9	79·5	81·1	80·1	72·5
73 Transport equipment	15·1	29·8	23·4	16·6	157·5	174·0	171·8	144·7
8. Miscellaneous Manufactured Articles . . . Total	61·1	71·5	79·4	73·5	70·1	74·2	77·5	78·1
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·3	1·5	1·6	1·6	2·4	2·6	2·7	2·6
82 Furniture	1·5	2·0	2·2	2·0	2·7	3·1	3·2	2·9
83 Travel goods, handbags and similar articles . .	0·8	0·9	1·0	1·0	0·7	0·6	0·7	0·8
84 Clothing	16·2	19·7	18·9	18·9	9·9	10·0	8·7	12·3
85 Footwear	4·9	7·4	6·6	5·6	3·2	3·2	2·7	4·0
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	13·5	14·9	18·2	16·8	18·8	22·0	23·9	20·1
89 Miscellaneous manufactured articles, n.e.s. . .	23·0	25·2	30·9	27·7	32·4	32·7	35·5	35·4
5-8 Manufactured Goods . . . . . Total	392·0	492·8	515·5	491·0	842·0	903·0	912·1	812·8
9. Commodities and Transactions not Classified according to Kind . . . . . Total	5·3	4·4	4·0	6·2	32·7	33·1	31·2	30·4
TOTAL ALL SECTIONS	1,205·0	1,381·1	1,393·4	1,336·6	1,020·0	1,080·4	1,091·1	975·2

months. Exports to the United States rose in the third quarter after falling during the first half of the year.

Latin America

Exports to Latin America have been rising this year after a setback at the end of 1963.

Soviet Union and Eastern Europe

The decline in exports to the Soviet Union and Eastern Europe has continued. These exports were at a peak in the second quarter of 1963 but had fallen by £4 million a month (35 per cent) by the third quarter of 1964.

Rest of the World

Exports to the rest of the world were falling in the first half of the year. It looks as though these exports were no longer falling in the third quarter and may have begun to rise again.

Commodity pattern of exports

Exports of manufactures have been level in the last two quarters and a little below the rate in the first quarter; last year they were rising strongly. This year there have been falling exports of machinery, after little change during 1963, and of road vehicles, after a strong rise at the end of last year. Exports of semi-manufactures have continued to grow with substantial increases in chemicals and metals (including steel) and metal manufactures. Exports of textiles rose strongly in the first half of the year and the second quarter rate was maintained in the third quarter. The decline in non-manufactures since the third quarter last year was temporarily halted in the second quarter but there was a further reduction in the third. The main feature has been a decline in exports of oil from the high rate in the second quarter last year reinforced by reductions in exports of basic materials and food in the third quarter.

Engineering products

Exports of engineering goods (seasonally adjusted) in the third quarter were £3 million a month (2 per cent) less than in the second quarter and £9 million a month (6 per cent) less than in the first quarter. These exports were rising last year. Nearly all of the reduction was in non-electric machinery, with a smaller fall in road vehicles. Exports of electric machinery have changed little since early last year.

Exports of non-electric machinery in the third quarter were £3 million a month less (5 per cent) than in the previous quarter, and 7 per cent less than the first. Machine tools contributed largely to the decrease. In the third quarter they were 25 per cent less

(*Continued on next page*)

Engineering products

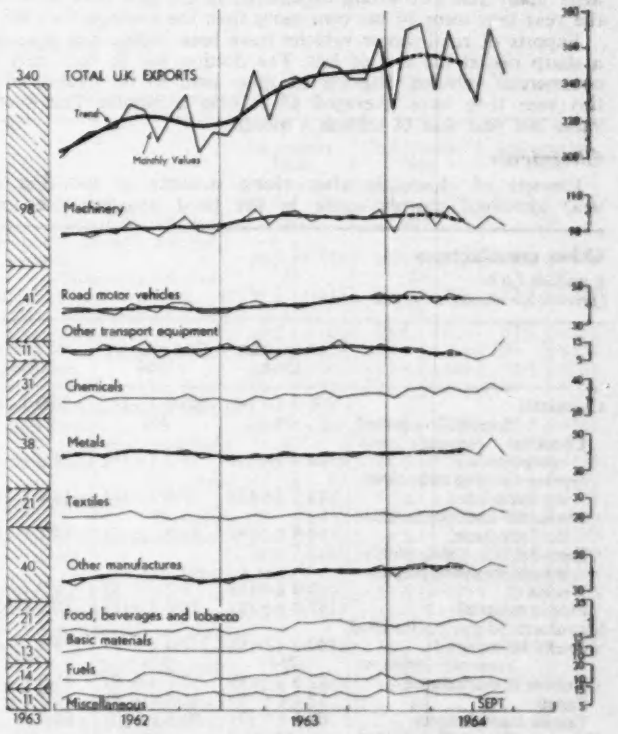
£ million f.o.b.
(*percentage change on a year earlier*)

	1st quarter 1964	2nd quarter 1964	3rd quarter 1964
Machinery and transport equipment	486·8 (+ 5)	478·5 (+ 3)	405·3 (— 3)
Seasonally adjusted	*470*	*449*	*443*
Machinery other than electric	231·7 (+ 5)	226·5 (+ 2)	188·1 (— 6)
Seasonally adjusted	*221*	*214*	*205*
Boilers, auxiliary plant and steam engines	6·3 (— 6)	6·0 (— 8)	5·9 (+11)
Aircraft engines, new	3·8 (—12)	3·8 (—20)	2·2 (—20)
Other internal combustion engines	22·9 (+13)	22·4 (+ 4)	18·5 (+ 4)
Tractors and parts	38·3 (— 1)	36·2 (+ 5)	31·4 (— 2)
Office machinery	10·9 (+12)	9·9 (+ 3)	8·4 (—11)
Machine tolls	12·8 (+25)	12·4 (+13)	9·1 (—25)
Textile machinery	18·5 (+ 9)	16·6 (+10)	13·4 (—12)
Construction and mining machinery	15·0 (+10)	16·0 (— 1)	13·1 (— 7)
Mechanical handling equipment	8·1 (— 5)	8·5 (+18)	7·5 (— 0)
Electric machinery, apparatus and appliances	81·1 (— 3)	80·1 (— 3)	72·5 (+ 5)
Seasonally adjusted	*79*	*78*	*80*
Generators, motors, converters, transformers and rectifiers	11·7 (— 9)	10·6 (—14)	9·1 (— 9)
Switchgears, starting and controlling gear, etc.	6·5 (— 4)	6·1 (+ 6)	4·6 (— 8)
Electric wires and cables	8·3 (—12)	7·2 (—14)	9·6 (+65)
Telecommunications apparatus	20·5 (+ 7)	21·8 (+ 5)	18·8 (+10)
Domestic electrical equipment	8·3 (— 5)	8·4 (— 8)	7·8 (+ 5)
Road motor vehicles (1)	143·2 (+16)	140·2 (+ 9)	118·3 (+ 5)
Seasonally adjusted	*135*	*131*	*129*
Cars and chassis	68·9 (+18)	68·9 (+13)	56·7 (+ 3)
Commercial vehicles and chassis	33·5 (+12)	31·6 (+ 0)	27·5 (+ 1)
Aircraft and parts	14·2 (+12)	10·7 (— 4)	8·0 (—36)
Ships and boats	7·1 (—45)	9·2 (+33)	8·4 (— 6)
Professional, scientific and controlling instruments, etc.	22·0 (+27)	23·9 (+22)	20·1 (+ 9)
Engineering products	508·7 (+ 6)	502·4 (+ 4)	425·4 (— 2)

(1) Including tractor parts.

United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1963				1964					
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	July	Aug.	Sept.
Food, beverages and tobacco	18	21	24	22	22	23	23	23	2b	22
Basic materials	13	14	14	14	13	14	12	11	14	12
Fuels	13	15	14	13	12	12	11	9	13	11
Manufactures	272	276	285	290	293	291	291	279	307	289
Machinery and transport equipment	150	146	151	156	157	150	148	143	150	150
Machinery	97	98	97	100	100	97	95	92	98	94
Road motor vehicles	39	40	41	45	45	44	43	44	44	41
Other transport equipment	13	8	13	11	11	9	10	6	8	17
Chemicals	29	31	31	32	33	33	35	33	39	34
Metals and misc. metal mfrs.	37	38	39	39	40	41	42	39	48	39
Textiles	20	21	22	22	22	23	23	21	25	23
Other mfrs.	37	40	41	42	42	43	43	41	45	43
Miscellaneous	11	11	11	11	12	11	11	10	12	12
Total	328	336	346	350	356	352	349	331	370	346

than a year earlier; in each of the years 1961-1963 they had been growing at about 20 per cent a year. Exports of most other kinds of non-electric machinery in the third quarter were less than at the same time last year, office machinery was down by 11 per cent, textile machinery by 12 per cent, and construction and mining machinery by 7 per cent. Exports of aircraft engines continued to decline and mechanical handling equipment returned to about the same rate as a year ago, after some increase in the first half of the year. On the other hand, exports of boilers, auxiliary plant and steam engines rose sharply in the third quarter when they were 11 per cent more than they were a year ago: there had been some reduction in these earlier this year.

Exports of electric machinery have changed little since early last year. Within the group, exports of electric cables had been low in the first half year but increased in the third quarter to about the same rate as in early 1963 when there were specially large deliveries for the Trans-Pacific Commonwealth Cable. Exports of telecommunication apparatus have been rising this year. Exports of domestic electric equipment, especially refrigerators and washing machines, had been falling earlier this year but have risen slightly in the third quarter.

Exports of scientific instruments have flattened out this year after many years of strong expansion. In the first nine months of the year they were 14 per cent more than the average for 1963.

Exports of road motor vehicles have been falling this year after a sharp rise at the end of last. The decline was in both cars and commercial vehicles. Exports of ships tend to be erratic, so far this year they have averaged £3 million a month. The average value last year was £4 million a month.

Chemicals

Exports of chemicals after rising strongly in the first half year increased sharply again in the third quarter; they were (seasonally adjusted) £2 million a month more (5 per cent) than in the second quarter. The increases were spread over all the main commodities of the group, the largest being in exports of plastics materials; there were also sizeable increases in exports of chemical elements and compounds.

Textiles

There has been little change in exports of textiles in the third quarter after substantial continued increases since early last year. Though the expansion of man-made fibre yarns and woven fabrics continues (in the third quarter they were 20 per cent more than a year earlier) and exports of cotton textiles seem to have levelled out after a prolonged decline, there was a reduction in the third quarter in exports of wool yarns and woven fabrics (which were 2 per cent less than a year earlier).

Metals

Exports of metals and metal manufactures have been growing this year, continuing the expansion begun in 1963. After a rise of 3 per cent each quarter in the first half of the year, there was a further rise of 2 per cent in the third quarter, bringing them to 8 per cent more than in the third quarter of 1963. Exports of iron and steel and of non-ferrous metals have been higher this year than last.

Other manufactures

Exports of pottery and glass continue to increase; in the third quarter they were 12 per cent more than a year earlier. Though there was an increase in the first half year in exports of paper, and of rubber manufactures, exports of these commodities fell back somewhat in the third quarter. Exports of clothing and footwear recovered in the third quarter, after a small reduction in the first half of the year, bringing them back to about the same rate as at the end of last year. Exports of printed matter have been falling this year.

(*Continued on next page*)

Other manufactures

£ million f.o.b.
(*percentage change on a year earlier*)

	1st quarter 1964	2nd quarter 1964	3rd quarter 1964
Chemicals	101·5 (+16)	103·7 (+11)	100·0 (+11)
Seasonally adjusted	*99*	*100*	*106*
Chemical elements and compounds	26·4 (+21)	26·7 (+16)	24·7 (+ 7)
Dyeing, tanning and colouring materials	13·1 (+15)	13·9 (+16)	13·4 (+13)
Medicinal and pharmaceutical products	14·9 (+14)	14·5 (+ 7)	14·1 (+10)
Essential oils, toilet, polishing and cleansing preparations	9·0 (+11)	9·2 (+ 5)	8·9 (+ 5)
Plastic materials	17·8 (+18)	18·4 (+11)	18·6 (+24)
Manufactured goods, classified chiefly by material	240·6 (+ 8)	252·4 (+ 9)	229·4 (+ 5)
Seasonally adjusted	*234*	*246*	*248*
Rubber manufactured	12·3 (— 5)	12·7 (+ 0)	11·0 (— 3)
Paper	12·1 (+ 5)	12·3 (+ 3)	11·2 (+ 2)
Textile manufactures	67·6 (+10)	70·8 (+12)	64·9 (+ 4)
Seasonally adjusted	*65*	*70*	*69*
Wool yarns and woven fabrics	21·6 (+ 6)	23·5 (+13)	21·6 (— 2)
Cotton yarns and woven fabrics	11·0 (— 6)	11·1 (+ 1)	10·7 (+ 1)
Man-made fibre yarns and woven fabrics	14·3 (+24)	14·9 (+22)	13·7 (+20)
Miscellaneous textile manufactures	20·7 (+14)	21·2 (+ 9)	18·9 (+ 3)
Wool tops	10·5 (— 5)	12·1 (— 1)	7·6 (—23)
Pottery and glass	9·6 (+14)	10·7 (+19)	9·9 (+12)
Metals	121·1 (+ 7)	128·1 (+ 9)	116·9 (+ 7)
Seasonally adjusted	*120*	*124*	*127*
Iron and steel	52·2 (+ 4)	56·3 (+ 7)	52·2 (+ 6)
Non-ferrous metals	32·9 (+10)	34·9 (+11)	32·0 (+10)
Miscellaneous metal manufactures	36·0 (+ 9)	36·9 (+10)	32·7 (+ 7)
Miscellaneous manufactured articles	74·2 (+24)	77·5 (+15)	78·1 (+ 4)
Seasonally adjusted	*76*	*78*	*78*
Clothing and footwear	13·2 (+17)	11·4 (+ 8)	16·3 (+ 6)
Printed matter	10·8 (+22)	11·3 (+12)	11·4 (— 3)

Other exports

£ million f.o.b.
(*percentage change on a year earlier*)

	1st quarter 1964	2nd quarter 1964	3rd quarter 1964
Food and live animals	39·8 (+31)	40·2 (+29)	37·9 (— 7)
Seasonally adjusted	*39*	*43*	*39*
Cereals and cereal preparations	4·7 (—39)	4·6 (—24)	4·3 (+ 7)
Sugar and sugar preparations	10·4 (+103)	12·1 (+82)	12·3 (—25)
Beverages and tobacco	24·6 (+10)	28·7 (+ 1)	29·8 (+ 3)
Seasonally adjusred	*28*	*28*	*31*
Whisky	17·7 (+15)	21·0 (+ 3)	21·9 (+ 2)
Crude materials (including wool tops) and animal and vegetable oils and fats	42·9 (+ 7)	44·6 (+ 5)	33·3 (—11)
Seasonally adjusred	*40*	*42*	*37*
Mineral fuels, lubricants and related materials	36·9 (—11)	34·3 (—21·	31·0 (—20)
Seasonally adjusted	*35*	*36*	*33*
Coal, coke and briquettes	11·5 (+27)	9·3 (—23)	7·9 (—37)
Petroleum products	21·7 (—20·	22·1 (—13)	20·8 (— 1)

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LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6).*

Other exports

Exports of food fell by £1 million a month (8 per cent) in the third quarter; they had previously been rising. Most of the reduction was in exports of sugar, the volume of which stopped growing in the early part of the year, and prices of which have been falling. Exports of meat and live animals were still increasing, and exports of whisky, in particular to the United States, were 2 per cent more than a year ago.

Exports of basic materials, which were growing last year, and which had been increasing at a somewhat slower rate in the first half of this year, fell sharply in the third quarter and were £2 million a month less (12 per cent) than in the second quarter. Exports of fuels, which have been falling since the peak reached in the first half of last year, fell again this quarter.

Commodity pattern of imports

Food, beverages and tobacco

Imports of food, after easing back in the second quarter, increased quite sharply in the third, by £4 million a month (3 per cent). The value of meat imports has been rising since the middle of last year with both quantity and price increasing; there was a particularly large increase, of £4 million a month (14 per cent), in the third quarter. There was also a sizeable increase in imports of fruit and vegetables in the third quarter and a further increase in dairy produce. Against this, the value of sugar imports has been declining since the first quarter with falling prices. Arrivals of tobacco increased in the third quarter after falling to a low rate in the second.

Food, beverages and tobacco

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1964	2nd quarter 1964	3rd quarter 1964
Food and live animals	437·0 (+18)	411·2 (+ 6)	348·0 (— 7)
Seasonally adjusted	*411*	*405*	*418*
Live animals	17·4 (+51)	13·5 (+11)	14·1 (— 8)
Meat and meat preparations	88·8 (+ 8)	86·6 (+16)	102·8 (+34)
Seasonally adjusted	*87*	*88*	*101*
Beef and veal	15·3 (—11)	18·2 (+22)	27·8 (+71)
Th. tons	70 (—31)	72 (—14)	107 (+34)
Mutton and lamb	23·7 (+ 7)	17·6 (+11)	16·6 (+42)
Th. tons	122 (+ 1)	84 (— 9)	74 (+17)
Bacon	27·0 (+12)	26·2 (+18)	30·3 (+17)
Th. tons	91 (— 7)	96 (— 1)	106 (+ 9)
Dairy products and eggs	55·9 (+15)	49·5 (+24)	47·7 (+ 3)
Seasonally adjusted	*49*	*52*	*55*
Butter	42·8 (+29)	34·7 (+22)	35·2 (— 3)
Th. tons	127 (+19)	102 (+15)	106 (— 2)
Fish and fish preparations	20·5 (+10)	12·7 (+55)	15·3 (+61)
Raw sugars	53·4 (+119)	37·5 (— 5)	24·2 (—52)
Th. tons	643 (+23)	580 (+ 1)	512 (—34)
Cocoa beans	6·1 (+45)	6·9 (—17)	1·2 (—49)
Th. tons	31 (+22)	37 (—25)	7 (—48)
Tea and mate	27·6 (—17)	18·8 (—11)	25·3 (— 1)
Th. tons	62 (—15)	45 (—11)	60 (+ 6)
Cereals and feeding stuff for animals	76·1 (+16)	72·0 (— 0)	68·0 (+ 7)
Seasonally adjusted	*75*	*70*	*71*
Fruit and vegetables	69·1 (+ 2)	85·8 (— 3)	63·7 (— 1)
Seasonally adjusted	*70*	*68*	*75*
Beverages and tobacco	26·2 (+36)	28·1 (— 8)	43·3 (— 9)
Seasonally adjusted	*40*	*37*	*39*
Beverages	10·9 (+23)	14·9 (+20)	16·9 (+13)
Tobacco and tobacco manufactures	15·3 (+47)	13·3 (—27)	26·4 (—19)
Seasonally adjusted	*26*	*20*	*23*

Industrial materials

Imports of industrial materials, after rising strongly last year and in the first quarter, showed a smaller increase in the second quarter but little further change in the third. Imports of basic materials stopped growing during the first half of the year and there was some reduction in the third quarter. Imports of wool have been declining this year, and there was a large further fall in the third quarter; arrivals of other textile materials were lower in the third quarter than in the second. Imports of timber were rising last year and this continued, though at a slower rate in the first half of this year, but there was no further increase in the third quarter. Imports of semi-manufactures have continued to rise, though more slowly, with further increases in chemicals and non-ferrous metals, at higher prices.

Mineral fuels and lubricants

Imports of fuels were rising in the first half of the year but there was some reduction in the third quarter.

(Continued on next page)

Materials and fuels

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1964	2nd quarter 1964	3rd quarter 1964
Crude materials	265·1 (+21)	266·4 (+21)	259·0 (+ 6)
Seasonally adjusted	*266*	*265*	*259*
Oil seeds, oil nuts and oil kernels	10·9 (—14)	12·1 (— 5)	10·2 (—18)
Seasonally adjusted	*11*	*12*	*11*
Wood, lumber and cork	35·1 (+51)	50·2 (+39)	72·5 (+21)
Seasonally adjusted	*53*	*55*	*54*
Sawn softwood	25·2 (+60)	38·1 (+42)	57·7 (+25)
Th. standards	313 (+52)	461 (+30)	693 (+15)
Woodpulp	34·1 (+30)	33·5 (+18)	32·3 (+11)
Th. tons	753 (+23)	732 (+11)	699 (+ 5)
Wool and other animal hair and tops	54·5 (+24)	47·4 (+22)	25·5 (—18)
Seasonally adjusted	*47*	*43*	*34*
Raw wool	49·9 (+24)	43·6 (+29)	22·5 (—15)
Th. tons	87 (+ 0)	73 (+ 6)	43 (—19)
Raw cotton	18·3 (+46)	17·2 (+25)	11·3 (— 3)
Th. tons	79 (+45)	70 (+20)	47 (— 5)
Metalliferous ores and scrap	39·7 (+25)	46·3 (+29)	48·2 (+25)
Iron ore	18·3 (+63)	21·3 (+33)	22·1 (+17)
Th. tons	4,183 (+65)	4,762 (+36)	4,853 (+19)
Hides and skins	19·4 (+19)	12·6 (+17)	10·9 (—29)
Crude rubber	13·1 (—21)	11·5 (— 6)	12·4 (+ 4)
Animal and vegetable oils and fats	10·4 (— 5)	16·1 (+56)	12·0 (— 0)
Seasonally adjusted	*13*	*13*	*12*
Chemicals	62·4 (+30)	63·3 (+27)	62·9 (+22)
Seasonally adjusted	*59*	*64*	*66*
Manufactured goods classified chiefly by material	222·5 (+33)	231·1 (+32)	226·6 (+30)
Seasonally adjusted	*220*	*228*	*233*
Wood manufactures	15·3 (+28)	16·8 (+23)	16·3 (+24)
Newsprint paper and board	32·6 (+32)	33·9 (+19)	33·9 (+13)
Cotton yarns and fabrics	18·5 (+16)	20·1 (+35)	18·3 (+34)
Other textile manufactures	24·7 (+24)	26·6 (+32)	26·3 (+25)
Iron and steel	34·6 (+107)	28·7 (+58)	21·8 (+27)
Th. tons	770 (+127)	609 (+60)	427 (+17)
Non-ferrous metals	70·5 (+21)	76·4 (+33)	82·4 (+45)
Copper	31·4 (— 1)	33·5 (+21)	31·2 (+11)
Th. tons	133 (— 2)	137 (+17)	123 (+ 1)
Aluminium	17·2 (+25)	17·0 (+11)	17·7 (+41)
Total industrial materials (1)	560·3 (+26)	576·8 (+27)	560·4 (+16)
Seasonally adjusted	*557*	*571*	*570*
Mineral fuels, lubricants and related materials	145·3 (— 1)	152·2 (+ 3)	140·9 (+ 4)
Crude petroleum	97·9 (— 1)	106·8 (+ 4)	99·2 (+10)
Mill. galls.	3,634 (— 1)	4,043 (+ 7)	3,826 (+14)
Petroleum products	45·4 (+ 3)	43·3 (+ 4)	39·9 (— 8)
Mill. galls.	1,274 (+ 3)	1,253 (+19)	1,097 (— 3)

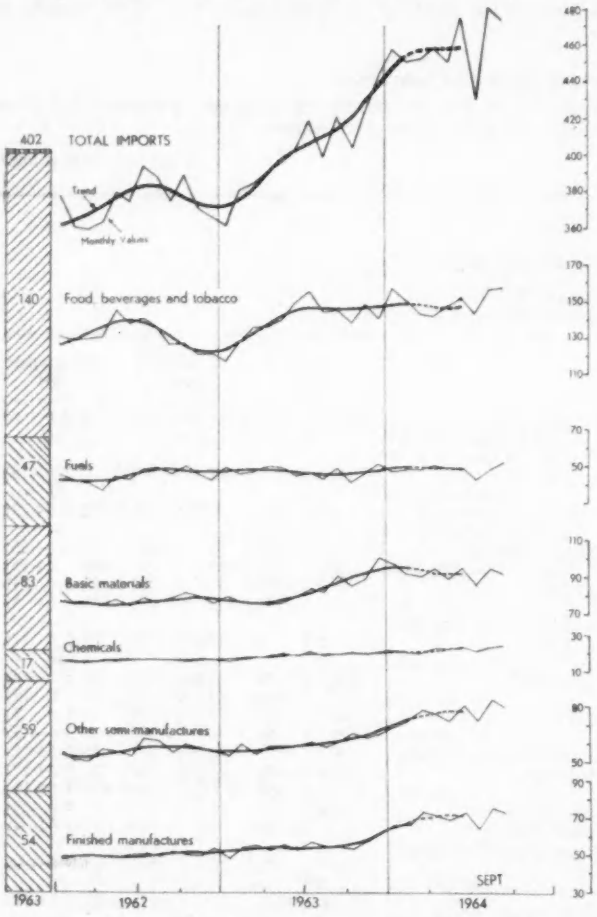
(1) Crude materials, animal and vegetable oil and fats, chemicals and manufactured goods classified chiefly by materials.

Finished manufactures

The growth of imports of finished manufactures has been slowing down in recent months. They increased strongly at the end of last year and in the first quarter when two large ships arrived. In the second quarter the increase was more modest and there was no further change in the third quarter. Imports of capital goods, two-thirds of our imports of finished manufactures, seem still to have been rising though more slowly, with further increases in imports of machinery, aircraft and instruments. Imports of consumer goods however have fallen a little in the last few months; arrivals of cars and of clothing and footwear have not changed much this year, after rising strongly in 1963, and other consumer goods, taken as a group, have fallen back in the third quarter, though they were still rising in the first half of the year.

Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1963				1964					
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	July qtr.	Aug. qtr.	Sept. qtr.
Food, beverages and tobacco	127	141	148	143	150	147	152	143	156	157
Fuels	48	49	46	46	48	50	48	43	48	52
Basic materials	77	77	85	91	93	93	90	86	94	91
Chemicals	15	17	18	19	20	21	22	20	22	23
Other semi-manufacturers	55	58	60	64	73	76	78	72	83	79
Finished manufactures	52	54	55	57	68	71	70	65	75	72
Miscellaneous	1	2	2	2	1	1	2	3	2	2
Total	375	396	412	423	453	461	461	430	479	472

Finished manufactures

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1964	2nd quarter 1964	3rd quarter 1963
Consumer goods (1)	68·1 (+34)	75·8 (+35)	67·4 (+20)
Cars and motor cycles	9·5 (+70)	11·4 (+44)	7·6 (+34)
Other durable goods	15·6 (+36)	18·9 (+35)	17·6 (+20)
Works of art	5·8 (+ 4)	7·3 (+53)	5·1 (+19)
Clothing and footwear	27·1 (+35)	25·5 (+28)	24·6 (+17)
Other consumer goods	10·1 (+24)	12·6 (+34)	12·4 (+19)
Other, mainly capital goods	139·8 (+34)	145·4 (+32)	134·2 (+32)
Machinery	95·8 (+30)	106·4 (+38)	99·2 (+34)
Aircraft, aircraft engines	10·8 (—20)	11·3 (+14)	10·8 (+23)
Ships and boats	11·9(+3·849)	3·2 (—27)	1·4 (+38)
Instruments	9·9 (+21)	11 8 (+36)	10·9 (+30)
Other	11·4 (+30)	12·7 (+29)	12·0 (+19)
Total finished manufactures (2)	207·9 (+34)	221·2 (+33)	201·6 (+28)
Seasonally adjusted	*205*	*213*	*211*

(1) Goods covered by headings in the Trade Accounts believed to include mainly consumer goods.
(2) S.I.T.C., Revised Sections 7 and 8.

Sources of imports

The very large increase in imports in 1963 and early 1964 came mainly from North America and Western Europe and to a lesser extent from the sterling area. The slowing down in the growth of imports this year has been reflected in a slowing down in the growth of arrivals from Western Europe and the sterling area. In the third quarter imports from many sterling countries and from EFTA were less than in the second quarter. Imports from North America, both Canada and the United States, have continued to grow this year.

From the sterling area imports from New Zealand fell in the third quarter, after a substantial increase over the previous twelve months and there were substantial reductions from a number of other sterling countries after large increases in the second quarter. Imports from Australia and India, however, continued to grow.

The fall in imports from Western Europe in the third quarter was from EFTA countries. There was little change in arrivals from the Common Market.

Notes:

Seasonally adjusted figures for periods previous to those shown in the tables below the charts can be supplied. Application should be made to: The Statistics Division (Seasonal Adjustment), Board of Trade, Room D53, Hillgate House, 35 Old Bailey, London, E.C.4.

Detailed particulars of United Kingdom imports, exports and re-exports were published on October 26*, and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for November†, due to be published on or about November 27.

Trade balance

The figures for the trade balance are on the same basis as the quarterly estimates of the visible balance that appear in the full balance of payments accounts. These figures are estimates and liable to revision. They are only published seasonally adjusted. In

*Accounts relating to the Trade and Navigation of the United Kingdom, September 1964. HM Stationery Office. Price 30s., by post 31s.
†Report on Overseas Trade published by HM Stationery Office Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

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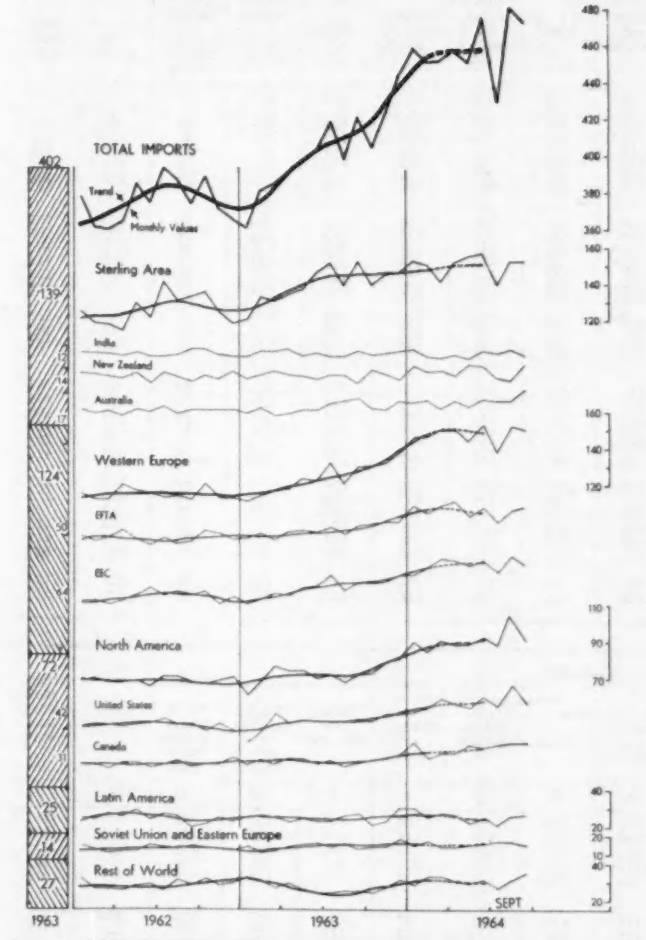
order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments for example, in allowance for goods not covered by the Trade Accounts and for the valuation of sugar in the accounts at the world price rather than for much of the sugar imported, at the Commonwealth Agreement price.

Imports: areas

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1963				1964					
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	July	Aug.	Sept.
Sterling Area	127	139	147	143	147	154	149	140	153	153
Australia	15	15	21	18	19	20	23	21	21	27
New Zealand	15	14	14	15	18	18	16	14	13	21
India	12	12	11	12	11	11	13	12	14	11
Western Europe	114	121	127	134	149	151	147	138	152	150
Economic Community	58	63	67	68	75	78	77	73	81	77
Free Trade Assocn. (inc. Finland)	46	49	51	55	63	62	60	55	61	63
North America	68	73	71	78	88	89	92	88	99	90
United States and Dependencies	38	42	42	45	50	52	54	50	62	51
Canada	30	31	30	33	36	37	39	39	40	40
Latin America	26	24	26	25	27	24	24	21	26	27
Soviet Union and Eastern Europe	12	15	15	15	16	15	16	17	17	15
Rest of World	30	26	25	27	32	29	31	27	31	35
Total	375	396	412	423	453	461	461	430	479	472

Imports by areas and countries

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1964	2nd quarter 1964	3rd quarter 1964
Non-Sterling Area:			
North America	251·0 (+29)	260·7 (+23)	266·9 (+30)
Seasonally adjusted	*263*	*267*	*277*
United States & Deps.	158·2 (+35)	144·6 (+24)	144·5 (+28)
Seasonally adjusted	*151*	*155*	*163*
Canada	92·7 (+21)	116·2 (+22)	122·4 (+33)
Seasonally adjusted	*108*	*112*	*118*
Latin America	81·2 (+ 2)	77·2 (+ 2)	74·1 (— 5)
Seasonally adjusted	*81*	*73*	*73*
Argentina	25·6 (— 8)	16·0 (—30)	18·5 (—10)
Venezuela	18·7 (+ 2)	19·5 (+ 9)	13·9 (— 1)
Other	36·9 (+12)	41·7 (+18)	41·6 (— 4)
Western Europe	441·3 (+31)	451·7 (+25)	431·9 (+15)
Seasonally adjusted	*447*	*452*	*440*
Economic Community	229·6 (+29)	235·1 (+24)	222·1 (+14)
Seasonally adjusted	*225*	*233*	*232*
France	46·4 (+38)	50·5 (+34)	43·7 (+14)
Western Germany	69·5 (+44)	69·8 (+35)	61·1 (+17)
Italy	32·1 (+18)	31·7 (+19)	36·6 (+27)
Netherlands	56·3 (+15)	58·7 (+11)	59·6 (+12)
Belgium and Luxembourg	25·3 (+29)	24·4 (+12)	21·1 (— 3)
Free Trade Association including Finland	176·6 (+36)	184·3 (+27)	188·7 (+17)
Seasonally adjusted	*188*	*187*	*179*
Sweden	53·2 (+54)	53·1 (+29)	49·0 (+14)
Norway	24·6 (+30)	26·6 (+56)	24·2 (+40)
Denmark & Greenland	43·6 (+16)	45·9 (+17)	50·0 (+17)
Switzerland and Liechtenstein	18·0 (+22)	19·4 (+34)	18·2 (+14)
Portugal, Azores and Madeira	6·7 (+31)	5·8 (+12)	6·5 (+21)
Austria	6·6 (+38)	6·5 (+51)	6·0 (+16)
Finland	23·8 (+70)	27·0 (+12)	34·9 (+ 9)
Spain, Canary Islands and Spanish Ports in North Africa	21·4 (+19)	20·5 (+14)	12·2 (+ 5)
Other	13·7 (+13)	11·8 (+40)	8·8 (— 5)
Soviet Union and Eastern Europe	42·1 (+26)	40·6 (+ 7)	54·7 (+ 9)
Seasonally adjusted	*47*	*46*	*48*
Soviet Union	17·6 (+ 2)	15·7 (— 9)	30·4 (+ 4)
Other	24·4 (+51)	24·9 (+20)	24·2 (+16)
Other Non-Sterling	105·4 (+ 6)	92·7 (+13)	84·8 (+28)
Seasonally adjusted	*95*	*88*	*94*
Middle East	45·9 (— 1)	44·6 (+ 5)	37·3 (+21)
Japan	20·3 (+ 8)	17·7 (+67)	17·6 (+76)
Other	39·3 (+15)	30·4 (+ 4)	29·8 (+17)
Total Non-Sterling	921·0 (+24)	922·8 (+20)	912·3 (+17)
Seasonally adjusted	*933*	*926*	*932*
Sterling Area:			
Australia	60·2 (+32)	61·7 (+34)	63·9 (+10)
Seasonally adjusted	*57*	*61*	*69*
New Zealand	67·2 (+20)	57·0 (+30)	38·8 (+12)
Seasonally adjusted	*54*	*55*	*48*
India	36·6 (— 7)	28·7 (— 4)	32·7 (+ 7)
Seasonally adjusted	*32*	*34*	*38*
Pakistan	7·4 (—24)	7·8 (+25)	4·6 (+ 8)
Ceylon	8·0 (—22)	11·7 (+14)	11·6 (+ 3)
Hong Kong	19·6 (+28)	21·3 (+22)	20·2 (+18)
Malaysia	14·0 (+ 8)	11·2 (+ 4)	13·1 (+ 9)
Ghana	6·2 (+99)	4·7 (—34)	3·9 (—21)
Nigeria	19·9 (+10)	25·0 (+10)	20·3 (+ 7)
Rhodesia and Nyasaland	17·8 (+ 2)	23·4 (+13)	28·9 (—11)
Kenya	4·7 (— 9)	6·1 (+ 5)	4·1 (+ 8)
Jamaica	8·6 (+ 9)	11·7 (+21)	6·7 (—36)
Trinidad and Tobago	11·2 (+14)	12·1 (+ 1)	8·0 (—12)
Irish Republic	42·2 (+26)	42·3 (+15)	45·4 (+ 5)
South Africa	33·0 (+25)	36·8 (+ 3)	29·9 (+ 0)
Middle East	57·2 (— 1)	69·3 (+ 7)	58·7 (— 1)
Other	46·3 (+50)	39·8 (— 6)	33·5 (—27)
Total Sterling Area	460·1 (+15)	470·5 (+12)	424·3 (— 0)
Seasonally adjusted	*442*	*462*	*446*
Total all countries	1,381·1 (+21)	1,393·4 (+17)	1,336·6 (+11)
Seasonally adjusted	*1,358*	*1,382*	*1,382*

Index of industrial production for August

THE PROVISIONAL INDEX of production for August 1964, prepared by the Central Statistical Office, is 127 (seasonally adjusted). The information for August so far available indicates that there was no significant change from the level reached in preceding months. The incidence of holidays between the months of July and August was different this year from last. Allowance for this has been made in the seasonal adjustment.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries											
			Total all manufacturing industries	Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
1963	118·9	95	119·8	115	112	121	138	124	140	119	126	77	120	108
Unadjusted:														
1963 1st quarter	115	97	116	108	109	106	135	120	137	118	126	80	119	106
2nd quarter	119	98	120	118	112	129	140	127	142	119	124	78	125	107
3rd quarter	114	86	115	114	111	120	134	119	136	112	120	75	112	101
4th quarter	127	99	127	120	115	128	144	129	146	125	134	76	123	119
1964 1st quarter	128	100	128	110	108	115	150	131	153	127	135	76	128	123
2nd quarter	130	98	133	121	113	136	154	134	157	132	139	75	135	125
1964 June	132	101	135	124	116	138	158	130	162	136	145	74	137	127
July (prov.)	116	87	116	118	110	134	148	133	150	109	120	73	98	102
Aug. (prov.)	113	71	114	114	109	124	139	129	140	108	114	72	106	107
Seasonally adjusted:														
1963 1st quarter	113	92	115	112	110	115	132	121	134	116	124	80	115	103
2nd quarter	118	95	118	114	110	120	138	125	140	116	124	78	117	105
3rd quarter	120	95	121	117	114	122	139	121	142	119	127	76	120	108
4th quarter	124	96	125	117	113	125	144	128	146	123	129	75	126	117
1964 1st quarter	127	97	128	116	110	127	148	133	150	126	135	76	125	121
2nd quarter	127	96	128	116	111	125	150	133	153	127	136	75	125	121
1964 March	127	97	128	116	110	128	149	133	151	126	134	76	123	123
April	127	96	128	114	109	125	150	139	152	128	135	76	128	123
May	127	95	129	118	112	128	148	132	151	128	139	75	123	120
June	127	96	128	116	112	123	151	127	155	124	133	74	124	120
July (prov.)	127	95	128	120	115	128	155	134	158	123	131	74	121	119
Aug. (prov.)	127	95	128	121	114	134	152	132	155	124	133	73	121	120
Mar.-May (av.)	127	96	128	116	110	127	149	134	151	127	136	76	125	122
June-Aug. (av.) (prov.)	127	95	128	119	114	128	153	131	156	124	132	74	122	120

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing, and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
Unadjusted:															
1963 1st quarter	109	107	119	111	108	101	118	116	111	122	90	123	123	100	162
2nd quarter	112	110	118	110	108	98	115	131	136	123	113	129	127	124	118
3rd quarter	107	106	112	108	103	91	120	129	135	119	120	118	120	127	107
4th quarter	123	122	126	121	120	105	127	143	143	143	127	140	133	131	145
1964 1st quarter	127	126	133	120	116	104	128	142	146	136	119	139	133	130	162
2nd quarter	133	133	136	118	116	104	123	149	157	137	129	144	135	137	124
1964 June	136	135	138	116	114	105	120	151	160	136	136	142	136		115
July (prov.)	111	111	114	105	103	90	113	149	149	149	120	115	146		102
Aug. (prov.)		107		102	98	79	113	132	140	119	119	126			103
Seasonally adjusted:															
1963 1st quarter	107	104	116	108	106	97	114	117	113	122	99	121	123	102	137
2nd quarter	109	107	116	111	109	98	119	128	133	119	112	126	123	124	129
3rd quarter	114	113	119	114	111	99	121	134	138	127	117	129	126	127	130
4th quarter	121	120	123	116	113	102	126	141	143	139	120	135	131	131	133
1964 1st quarter	124	123	132	119	117	103	126	144	150	135	131	140	135	133	137
2nd quarter	129	128	132	117	114	101	127	144	151	133	125	137	134	135	136
1964 March	127	125	134	118	117	104	122	142	149	132	128	139	135		142
April	126	124	134	117	115	102	125	145	150	136	127	137	136		142
May	131	130	134	117	114	100	125	142	152	125	123	136	132		125
June	129	130	127	117	112	100	129	145	150	137	126	137	135		140
July (prov.)	128	127	129	117	115	98	125	149	151	146	122	137			131
Aug. (prov.)		122		118	116	101	125	151	155	145	124	141			131
Mar.-May (av.)	127*	126	132*	117	115	102	124	143	150	131	126	137			137
June-Aug. (av.) (prov.)	129*	127	130*	117	114	99	126	148	152	143	124	138			134

* Latest available three months (May-July) and previous three months (February-April).

Production of cars and commercial road vehicles in September

THE FOLLOWING table shows figures of production of road vehicles for periods up to and including September, 1964, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolleybuses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1960	52	1,352,728	26,014	438,924	8,441	19,048	366
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1962 1st quarter	13	327,407	25,185	107,682	8,283	4,269	328
2nd quarter	13	331,820	25,525	101,671	7,821	3,862	297
3rd quarter	13	289,060	22,235	92,818	7,140	3,941	303
4th quarter	13	301,139	23,165	106,343	8,180	4,518	348
1963 1st quarter	13	382,203	29,400	97,431	7,495	4,985	383
2nd quarter	13	420,896	32,377	96,589	7,430	4,607	354
3rd quarter	13	366,229	28,171	88,727	6,825	3,884	299
4th quarter	13	438,611	33,739	102,970	7,921	4,588	353
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
3rd quarter	13	376,784	28,983	93,986	7,230	3,949	304
1963 July	4	94,101	23,525	24,346	6,086	1,211	303
August	4	103,664	25,916	22,633	5,658	917	229
September	5	168,464	33,693	41,748	8,350	1,756	351
1964 July	4	88,678	22,170	20,580	5,145	841	210
August	4	122,609	30,652	30,076	7,519	1,301	325
September	5	165,497	33,099	43,330	8,666	1,807	361

Exports Number

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses coaches and trolleybuses
1960	569,889	139,134	6,391
1961	370,744	160,046	6,913
1962	544,924	140,789	7,419
1963	615,827	150,654	7,662
1962 1st quarter	141,762	36,654	2,011
2nd quarter	146,500	38,205	2,008
3rd quarter	130,262	32,004	1,636
4th quarter	126,400	34,344	1,764
1963 1st quarter	150,305	36,944	1,882
2nd quarter	156,372	39,926	2,133
3rd quarter	142,178	34,289	1,837
4th quarter	166,972	39,495	1,810
1964 1st quarter	183,470	42,576	1,965
2nd quarter	182,725	41,222	1,734
3rd quarter	151,707	35,128	1,422
1963 July	52,978	12,837	685
August	41,570	11,332	626
September	47,611	10,188	500
1964 July	59,748	12,566	581
August	46,471	12,115	411
September	44,483	10,413	430

Note: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for August, 1964, prepared by the Ministry of Commerce is, 136 (1958 = 100). This is 21 points higher than the final index for July, 1964, and 12 points higher than for August, 1963.

The index numbers for the main industrial groups in August, 1964, with the increase or decrease on August, 1963, shown in brackets are: textiles 130 (+11 points); clothing 119 (—1); engineering and metals 108 (+14); food, drink and tobacco 122 (—4); timber and furniture 123 (—41); other manufacturing industries 267 (+63); construction 164 (+19); gas, electricity and water 127 (+3).

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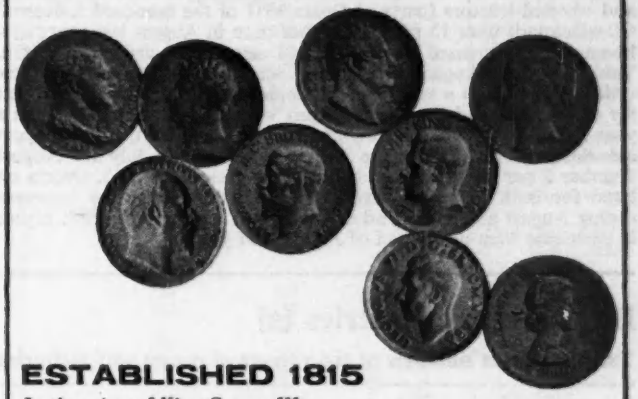

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Orders, deliveries, production and exports in the engineering industries

THE first estimates for August indicate that new orders received in industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles, and wheeled tractors (parts of Order VIII of the Standard Industrial Classification) were 13 per cent higher than in August last year; new home orders increased by a tenth and new export orders by a fifth. Taking July and August together the increase on a year earlier in new orders remained at a tenth for the home market but was 12 per cent for export. Home deliveries in August were 13 per cent greater than a year earlier (9 per cent for July and August combined); on the export side deliveries in August were 3 per cent less and in July and August together 2 per cent less than in the same periods of 1963. Orders on hand for both home and export markets showed further increases during August and at the end of the month were about a fifth higher in each case than at the end of August last year.

It is provisionally estimated that production in August in the engineering and electrical goods industries (S.I.C. Order VI) was 9 per cent higher than in August 1963. Later information now available indicates that production in July was slightly lower than in July 1963. Taking July and August together to provide a better comparison over the holiday period the latest figures show an increase on a year earlier of 4 per cent.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Table 2 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Engineering industries (a)

Table 1 : Index numbers of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1963	135	139	126	144	143	134	131	137	123
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter	123	138	123	128	146	133	121	135	120
3rd quarter	130	140	120	136	146	124	128	137	119
4th quarter	135	145	133	144	159	139	131	139	131
1964 1st quarter	140	146	134	143	134	136	138	150	133
2nd quarter*	148	160	138	149	153	139	148	162	138
1963 April	120	136	113	128	168	128	117	125	108
May	122	140	125	128	136	134	120	141	121
June	123	139	133	128	133	137	121	141	132
July	124	133	120	130	146	126	122	128	118
August	127	125	104	133	131	108	125	123	102
1964 April*	144	169	134	145	155	143	144	174	131
May*	147	156	133	146	140	131	148	161	134
June*	148	154	147	149	162	142	148	152	149
July*	151	143	124	152	151	125	150	140	124
August*	154	141	113	159	158	105	152	135	116

* Provisional.
(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

(Continued on next page)

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Table 2: Engineering and electrical goods industries (S.I.C. Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)			
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market	
	1958 = 100			1961 = 100	December 1958 = 100			
1958	100	100	100	81	100	100	100	1958
1959	105	103	110	82	101	102	101	1959
1960	114	112	116	91	119	121	118	1960
1961	121	122	120	100	122	127	120	1961
1962	123	122	126	100	118	130	114	1962
1963	126	122	134	106	139	145	137	1963
1963 1st quarter	126	123	131	111	121	124	119	1963 1st quarter
2nd quarter	124	120	131	111	127	130	126	2nd quarter
3rd quarter	120	116	129	97	135	139	134	3rd quarter
4th quarter	134	128	146	107	139	145	137	4th quarter
1964 1st quarter	135	132	141	112	143	144	143	1964 1st quarter
2nd quarter	139*	135*	146*	111	151*	148*	152*	2nd quarter
1963 April	114	110	121		124	130	122	1963 April
May	126	123	133		126	130	125	May
June	132	128	138		127	130	126	June
July	121	116	130		129	133	127	July
August	104	101	112		132	135	130	August
1964 April	135*	130*	146*		148*	145*	149*	1964 April
May	136*	131*	144*		151*	147*	152*	May
June	145*	143*	149*		151*	148*	152*	June
July	120*	..	..		154*	152*	154*	July
August	114*	..	..		157*	159*	157*	August

* Provisional.
(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices, of orders held in these industries.

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Industrial building in the third quarter, 1964

PROVISIONAL FIGURES of building projects – new buildings, extensions to existing premises, and existing buildings turned to industrial use – for which industrial development certificates were issued during the third quarter of 1964 together with comparative figures for other periods, are as follows:

	Number of Schemes	Total area (millions of square feet)
GREAT BRITAIN		
1960 2nd quarter	1,047	24·1
3rd quarter	792	22·2
4th quarter	697	18·2
1961 1st quarter	668	18·0
2nd quarter	682	14·3
3rd quarter	619	12·2
4th quarter	511	12·1
1962 1st quarter	484	10·2
2nd quarter	490	9·5
3rd quarter	438	9·1
4th quarter	475	8·5
1963 1st quarter	472	9·2
2nd quarter	517	10·0
3rd quarter	511	9·5
4th quarter	566	10·3
1964 1st quarter	659	12·8
2nd quarter	737	15·4
3rd quarter	686	15·1
STANDARD REGIONS		
1964 3rd quarter:		
Northern	43	1·1
East and West Ridings	88	1·7
North Midland	57	1·0
Eastern	68	1·8
London and South Eastern	92	1·3
Southern	42	0·9
South Western	51	1·5
Wales	30	0·8
Midland	85	1·3
North Western	91	2·6
Scotland	39	1·1

The figures relate to schemes for both manufacturing and non-manufacturing industry approved during the periods stated. They differ from the figures for periods before April 1, 1960 (the operative date of the Local Employment Act), and from those in the *Monthly Digest of Statistics* and in *Economic Trends*, which relate to schemes for manufacturing industry only.

Inquiries on these figures should be addressed to the Distribution of Industry Division, Board of Trade, 1 Victoria Street, London, S.W.1.

Index of retail prices, September 1964

AT SEPTEMBER 15 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 107·8, the same figure as at August 18.

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THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

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Commonwealth Trade 1963

THE COMMONWEALTH as a whole shared fully in the expansion of international trade in 1963 and accounted for about 23 per cent, an unchanged proportion, of total world exports of merchandise. With production continuing its high rate of growth in the main industrialized areas, world commodity prices in general were firm, averaging 6 per cent higher in 1963 than in 1962. *Commonwealth Trade*, 1963*, a memorandum issued on October 28 by the Commonwealth Economic Committee, shows how these movements are reflected in the trade of the Commonwealth with its main trading partners, as well as in the exports and imports of individual member countries. A considerable proportion of Commonwealth exports consists of primary commodities, and exports from most individual Commonwealth countries were higher in 1963 than in 1962. Growth rates, year on year, centred around 15 per cent for Australia, New Zealand, India, Hong Kong and Nigeria, while much higher rates were recorded for Uganda and Tanganyika. The United Kingdom was slightly below and Canada slightly above the 8 per cent world average growth rate for exports.

From 1959 to 1963 total Commonwealth trade in each direction increased by about a fifth in value; in actual figures, exports rose by some £1,940 million and imports by £1,975 million. As the economies of Commonwealth countries have expanded and grown more sophisticated in recent years, so their export markets and sources of supply have become more diverse. Consequently, the growth of trade between Commonwealth countries has been outpaced by that of the trade with other countries However, in 1963 Commonwealth countries sold about 31 per cent of their exports and bought about 30 per cent of their imports within the Commonwealth, and these trading links thus continue to be of vital importance. The table below gives, in summary form, the trade of Commonwealth countries with each other and with their main non-Commonwealth trading partners.

(£ million)

	Exports			Imports		
	1959	1962	1963	1959	1962	1963
Intra-Commonwealth	3,208	3,212	3,360	3,311	3,406	3,604
United States	1,972	2,130	2,229	2,210	2,674	2,798
EEC	1,165	1,492	1,656	1,150	1,364	1,440
EFTA†	463	584	640	522	633	689
Soviet Eastern Europe	208	306	383	166	287	308
China	74	112	152	135	146	170
Japan	335	410	520	308	442	467
Other countries	1,371	1,589	1,797	2,058	2,216	2,359

†Excluding the United Kingdom.

According to the CEC memorandum, it appears that the trade of a number of Commonwealth countries has become more regionalized. For example, the trade of Australia and New Zealand with each other and with Far Eastern countries and the United States has become of greater importance in the past few years. On the other hand, most of the rise in United Kingdom exports was concentrated in Western Europe, especialy the Common Market and Free Trade Areas.

Although trade between the United Kingdom and other Commonwealth countries, accounting for about three-quarters of all intra-Commonwealth trade, grew less rapidly than both trade of the Commonwealth with the outside world and the mutual trade of Commonwealth countries other than the United Kingdom, nevertheless, Britain remained a major market for and supplier to the Commonwealth. The United Kingdom's imports from the Commonwealth were 8 per cent higher in 1963 than in 1959.

**Commonwealth Trade*, 1963. Price 7s. 6d. (8s. 0d. post free). Obtainable from H.M. Stationery Office or from the Executive Secretary, Commonwealth Economic Committee, Marlborough House, Pall Mall, London, S.W.1: in *Canada* from the Department of Public Printing and Stationery, Ottawa, Ontario; and in *New Zealand* from the Government Bookshop, 20 Molesworth Street (Private Bag), Wellington and other branches at Auckland, Christchurch and Dunedin.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Italian Trade Mission visit postponed

THE LONDON Chamber of Commerce state that the visit of the Italian Trade Mission announced on page 890 of the *Board of Trade Journal* of October 23, has been postponed since Count Fossati, who was to have led the Mission, will now be engaged in talks with the Italian Minister of Economy in the latter part of next week. It is expected that the visit of the Mission will be re-arranged early next year.

Export trade lectures

THE ROYAL SOCIETY of Arts has undertaken responsibility for organizing lectures established from the funds of the former British Export Trade Research Organization with the object of promoting the development of export trade. The first lecture will be held on November 2 at the Birmingham College of Advanced Technology, Gosta Green, Birmingham to be followed by another lecture on December 4 at the Bristol College of Science and Technology at Rockwell House, Kings Western Road, Bristol.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended September 26, 1964:

Distributors' earnings submitted:		
High cost films	£857,529	
Low cost films		
Eligible (after multiplying by 2½)	£26,317	
Not eligible for 2½ times rental	£11,596	
		£895,442
Films of less than 3,000 feet (after multiplying by 2½)		£83,443
		£978,885
Levy collections paid to Agency by HM Customs and Excise to October 5, 1964, approximately covering entertainments to September 12, 1964, together with an estimate of collections for entertainments for the two weeks ended September 26, 1964		£350,250

The eleventh interim allocation for the seventh distribution period will be at the rate of 40 per cent.

Retail sales in Northern Ireland in August

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in August was 9 per cent higher than a year earlier, compared with 7 per cent in July and 5 per cent in May and June.

Food shops and clothing and footwear shops showed increases of 8 per cent and 4 per cent respectively on a year earlier, while household goods shops showed an increase of 15 per cent on the previous year.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 2871, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1962 Year	103	+3	105	+5	100	Nil	104	+4	101	+1
1963 Year	107	+4	110	+4	106	+6	107	+2	102	+2
1963 3rd quarter	104	+4	107	+3	100	+8	108	+8	102	+3
4th quarter	121	+4	116	+5	132	+5	121	+4	123	+1
1964 1st quarter	105	+8	114	+7	95	+7	104	+9	96	+11
2nd quarter	109	+3	115	+4	104	Nil	106	+4	103	+5
1963 August	105	+3	108	+2	103	+8	105	—2	103	+1
September	106	+7	109	+5	104	+12	116	+20	99	+2
October	109	+5	111	+5	112	+5	117	+5	100	+2
November	117	+3	115	+4	131	+2	126	+3	108	+2
December	138	+4	123	+4	152	+9	120	+4	160	Nil
1964 January	102	+8	110	+5	91	+8	107	+21	94	+10
February	106	+10	115	+7	93	+8	118	+21	94	+12
March	106	+6	117	+9	100	+6	87	—14	99	+11
April	104	+2	112	+4	94	—4	99	+6	97	+1
May	116	+5	119	+5	119	+4	115	+3	107	+8
June	110	+5	119	+9	99	—2	105	+3	106	+6
July	108	+7	111	+7	97	+5	108	+6	112	+7
August	114	+9	116	+8	107	+4	121	+15	114	+11

EFTA Bulletin for September—October

THE EFTA Bulletin for September-October is a special Scandinavian number in which EFTA's importance to the industries of Denmark, Finland, Norway and Sweden is assessed. Copies are available free from Publications Division, Central Office of Information, Hercules Road, London, S.E.1. (Tel. Waterloo 2345).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, October 23, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Sunday Thoughts Series 13:					
No. 1 – The Rift	Rank Film Distributors Ltd.	Religious Films Ltd.	Br/E 29768	4	October 19
No. 2 – Of Whom You Speak	" "	" "	Br/E 29769	3	October 19
No. 3 – The Legacy	" "	" "	Br/E 29770	3	October 19
Look at Life Series 23:					
Crossing the Channel	" "	Rank Film Distributors Ltd.	Br/E 29772	10	October 19
Living with Cars	" "	" "	Br/E 29773	10	October 19
The Sicilians	Butcher's Film Distributors Ltd.	Butcher's Film Productions Ltd.	Br/E 29774	66	October 20
The Black Torment	Compton-Cameo Films Ltd.	Compton-Tekli Film Productions Ltd.	Br/E 29782	86	October 23
Movietone News 1845A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29448	8	October 23
Movietone News 1846	" "	" "	Br/E 29449	8	October 23
Pathe News 64-85	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29560	7	October 23
Pathe News 64-86	" "	" "	Br/E 29561	8	October 23
		FOREIGN			
Do You Like Women (Aimez-vous les Femmes)	Antony Balch Films Ltd.	Les Films Number One, Paris, and Cinematografica Federiz, S.p.A. Rome	F 29771	95	October 19
Fate is the Hunter	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corp.	F 29775	106	October 21
Cow on the Frontier	Contemporary Films Ltd.	Zagreb Film, Zagreb	F 29776	9	October 22
The Present	" "	Cineastes Associes, St.Maurice	F 29777	6	October 22
Alpha Omega	" "	Atlantic Film A.G., Zurich	F 29778	7	October 22
The Substitute	" "	Zagreb Film, Zagreb	F 29779	9	October 22
Scorching Sands	E. J. Fancey Productions Ltd.	Speva Films, Cine Alliance, Filmsonar, Paris; Dear Film Produzione, Rome, and Tecisa, Madrid	F 29780	109	October 23
And So To Bed	S.F. (Film) Distributors Ltd.	Team Film Berlin; and Stadthallen Produktion, Vienna	F 29781	117	October 23
The Given Word (O Pagador de Promessas)	Connoisseur Films Ltd.	Companhia Cinedistri, Sao Paulo, Brazil	F 29782	97	October 23
Grandmother's Encyclopaedia	" "	Cineastes Associes, St. Maurice	F 29784	7	October 23
Flight into Egypt	" "	Egyptian General Organization for Broadcasting, Cinema, and Television, Cairo	F 29785	17	October 23
Josef Herman	" "	Anthony Roland Films, Montrouge	F 29786	13	October 23
Delacroix	" "	" "	F 29787	13	October 23
The Concert of M. & Mme. Kabal	" "	Cineastes Associes, St. Maurice	F 29788	6	October 23
Renaissance	" "	" "	F 29789	10	October 23

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The chemical industry in the first half of 1964

The following information brings up to date an article entitled The Chemical Industry in 1963 which appeared in the Board of Trade Journal of May 15, 1964 (page 1071).

THE SEASONALLY ADJUSTED index of production in the chemical industry, comprising the sectors listed in Table 1, averaged 151 points in the first six months of 1964, an increase of 5 per cent on the level attained in the last half of 1963 and of 11 per cent over that in the first half (in which production in the severe weather of the first two months had fallen). This compares favourably with the annual increase of 8 per cent between 1962 and 1963.

Production in sectors of the industry

Table 1 shows that in the first half of 1964 there were gains in all sectors compared with 1963 with the exception of toilet preparations which fell seasonally as usual, but production of which was slightly higher than in the same period one year earlier. Vegetable and animal oils and fats also showed no improvement on the low level first evident in the second half of 1963. Once again the expansion was dominated by the continued rise in output of organic chemicals and plastics materials, although the largest percentage increase was in dyestuffs. Organics and plastics materials both showed rises of 20 per cent in a first half year comparison between 1963 and 1964. The healthy upward trend in production of dyestuffs which was found in 1963 continued in the first half of 1964 and output in this period was 30 per cent higher than in the first six months of 1963.

The paint industry with an increase of nearly 10 per cent, inorganic chemicals up by 9 per cent, and pharmaceutical preparations up by 8 per cent were sectors showing notable expansion in 1964 over the first half of 1963. Both soap and detergents were showing increases in output (the combined index for 1964 was 7 per cent higher than in the corresponding period of January to June 1963). Production of fertilizers increased on a minor scale, an increase of 3 per cent was achieved in the review period.

Prices

The price index of total sales in the chemical industry which has remained unchanged at 103 points for 3 years increased slightly in the first half of 1964 to reach 105 points. Home market sales which had also remained static reacted similarly to show a slight increase. The price index of inputs which stood at 108 points in the years 1959 to 1961 and dropped in 1962 to 105 points increased in 1963 to 107 points and continued to rise in 1964 (first six months average=110 points). (Table 2 refers).

Imports and exports

The first half of 1964 compared with the same period of a year earlier revealed substantial increases in trade. Exports were higher in value by 13 per cent (or £24 million), and imports were up by 28½ per cent (or £27·8 million). Although in both imports and exports plastics materials and chemical elements and compounds accounted for the major part of the total increases there were also significant increases in the dyeing, tanning and colouring, and medicinal and pharmaceutical products sectors.

Manpower and investment

The level of employment in the industry overall showed little change in the first half of 1964 when compared with the same period of 1963. A sector analysis of the industry, however, reveals that employment in the synthetic resins and plastics materials division increased by some 4 per cent, and in the pharmaceutical and toilet preparations division by 2 per cent, but there were decreases in the chemicals and dyes, and the vegetable and animal oils and fats divisions.

New fixed investment is provisionally reckoned to have been some 15 per cent higher in the first six months of 1964 compared with the corresponding period of 1963.

Table 2.—Movement in prices in the chemical industry, 1958-1964

(1954 = 100)

	1959	1960	1961	1962	1963	1964 Jan.-June
Materials and fuel used (a)	108	108	108	105	107	110
Total sales (a)	105	104	103	103	103	105
Home market sales (a)	107	106	105	105	105	106
Of which:						
General chemicals	107	105	104	102	99	100
Pharmaceutical preparations	99	99	98	98	98	99
Plastics materials	88	86	81	78	77	77

(a) Including the Lubricating Oils and Greases sector (Minimum List Heading 263) in addition to the Chemical Industry as defined in the rest of this article (Minimum List Headings 271-277 of the Standard Industrial Classification, 1958).

Table 1.—Production in the chemical industry

	Per cent weight (c)	Index of Production 1958 = 100								
		1958	1959	1960	1961	1962	1963	1963		1964
								Jan.-June	July-Dec.	Jan.-June
Dyestuffs	3·9	100	125	141	138	135	149	138	160	182
Fertilizers	4·2	100	108	117	118	119	128	135	122	139
Other chemicals:										
Organic chemicals (a)	11·0	100	119	148	147	165	191	183	199	219
Inorganic chemicals	10·6	100	111	122	121	124	130	129	131	141
Other chemicals, gases, etc.	19·1									
Explosives	5·1	100	107	116	116	121	128	129	127	139
Miscellaneous chemical industries (b)	5·2									
Plastics materials	7·8	100	123	147	148	168	190	184	195	220
Paint and varnish	9·3	100	110	112	112	110	114	114	115	125
Pharmaceutical preparations	10·8	100	113	125	138	142	152	155	150	168
Toilet preparations	3·4	100	110	122	125	123	130	121	139	124
Soap, detergents, etc.	6·4	100	103	106	106	108	105	108	103	116
Vegetable and animal oil and fats	3·2	100	108	106	106	110	110	114	106	105
Total chemical industry	100·0	100	111	123	125	130	140	139	141	155
Total chemical industry seasonally adjusted		100	111	123	125	130	140	136	144	151
Total all UK productive industry seasonally adjusted		100	105	112	114	115	119	115	122	127

(a) Including coal tar chemicals. (b) Adhesives; polishes; insecticides, disinfectants, etc.; printing ink. (c) Per cent of net output (excluding amounts paid for services) in 1958.

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
Nov. 5 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

The above sale will include vehicle tubular shafts; shaft props; clutch cover and distributor assemblies; servo and other brake units; steering columns; and ancillary spares; also receivers; power units; test sets; rectifiers; transformers; video oscillators; oscilloscopes; signal generators; radio spares; monitors; amplifier units; modulators; condensers; capacitors; alternators; lead acid accumulators; binoculars; telescopes; pocket and stop watches; vehicle electric clocks; prismatic compasses; sighting heads and instruments; gyro units; periscopes; pocket altimeters; slide rules; aircraft and drawing instruments; silver solder; radar cabins; teleprinter spares; telephone switchboards; oxygen, fire fighting, aerial, radar, and ground equipment; airframe spares; pallets; containers; cases; engine stands; glass panels; paints; chemicals, etc.

Nov. 18 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Gloucester.	Bruton Knowles & Co. (AFD1), Albian Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

The above sale will include furniture (various chairs, refectory, drop-leaf, collapsible, etc., tables, settees, carpets and rugs, etc.), mattresses, domestic equipment, clocks; camp-kits and camp equipment, waterproof covers, medical equipment, including 'Both' type Mk. III mechanical iron lungs, respirator pump unit, 'Jectaflo' anaesthetic apparatus; large quantities of tinsmiths', carpenters' and fitters, hand tools including surface plates, 'V' blocks, cramps, planes, vices, etc.; workshop equipment including electrical and pneumatic drills, drilling machines, engines including Dorman diesel, Tangye, Ford, Coventry Victor, J.A.P., Meadows Marine, etc.; M.T. tyres and spares, cylinder heads and crankshafts; miscellaneous marine spares (including propellers) and aircraft spares, fire extinguishers, servicing and hydraulic trolleys; guillotines, and bending machines.

Catalogues for the above sales may be otained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal orders only*), all other catalogues free.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
Nov. 12 .	Machine tools and miscellaneous stores including lathes; milling, grinding and polishing machines; woodworking machinery; dynamos, armatures; Austin 'Champ' spares; tyres; ball and roller bearings; canvas covers; leather tool bags; woollen vests and drawers; B.D. blouses; field dressings, etc.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.
Nov. 26 .	Generator sets (diesel and petrol); tents; wireless and signals spares and miscellaneous stores.	Technical Stores Sub-Depot, Wem, Shropshire	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. 53151).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*)

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
Nov. 3	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718).

Catalogues, price 6d., are obtainable from the auctioneers. View-days: day preceding the sale and morning of sale.

New sales offices for British Standards in Glasgow and Liverpool

THE BRITISH STANDARDS INSTITUTION announced on October 22 that industrial and commercial interests in Liverpool and Glasgow now have sales offices for British Standards on their doorstep.

This week, continued the announcement, the British Standards Institution extends its network of regional sales branches, to provide a sales service which can keep pace with industry's daily technical needs all over the country. Already there are three BSI sales offices out of London – in Birmingham, Bristol and Manchester.

The Chambers of Commerce in Glasgow and Liverpool are co-operating with BSI to provide facilities for over-the-counter sales of British Standards, and the necessary storage space for the 4,500 standards publications now in print. New standards will be available as soon as they are published. Complete sets of standards will also be maintained at each Chamber for reference purposes.

The addresses are:

Liverpool Chamber of Commerce, Derby House, Exchange Buildings, Exchange Street East, Liverpool 2.

Glasgow Chamber of Commerce, 30 George Square, Glasgow, C.2.

British Overseas Commercial Representatives' visits during November, 1964 to January, 1965

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during November 1964 to January 1965:

INDIA (Madras)	H. F. Codling	British Trade Commissioner	From December	Has also served as British Trade Commissioner in Pakistan (Lahore), and Canada (Halifax).
GERMANY, W. (Bonn)	*R. K. Robertson	First Secretary (Commercial)	November/December	Has served as Second Secretary (Commercial) in Iran (Tehran).
NIGERIA (Lagos)	B. V. Bull	Assistant British Trade Commissioner.	November/December	Has also served as Assistant British Trade Commissioner in Ibadan.
PERU (Lima)	D. K. Urquhart	Second Secretary (Commercial)	November	In present post since 1962.
TUNISIA (Tunis)	E. H. Noble	Second Secretary (Commercial)	From December	In present post since 1962.
UNITED STATES (Washington, D.C.)	J. B. Cullen	Counsellor (Commercial)	January	In present post since 1960.
YUGOSLAVIA (Zagreb)	A. L. Kettles	H.M. Consul	November/December	Has also served as Consul in Switzerland (Berne).

* From Bonn on transfer to Stuttgart as H.M. Consul (Commercial).

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultations on export matters.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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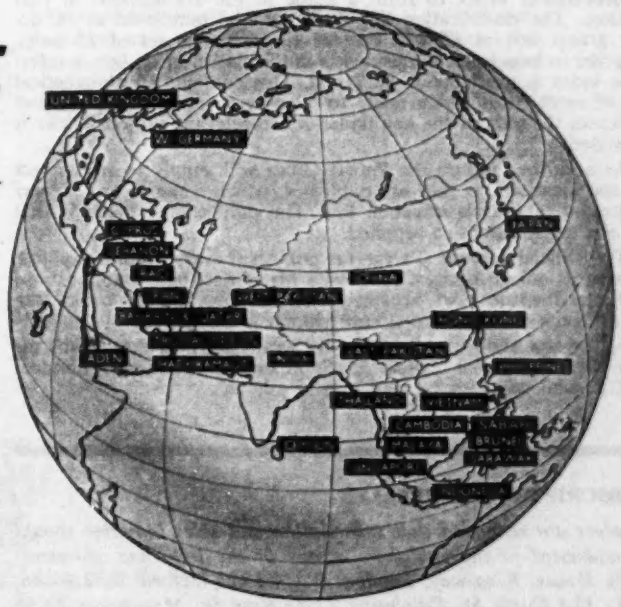

THE EASTERN BANK LIMITED
Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: THE IRANO BRITISH BANK (INCORPORATED IN IRAN) · ALLAHABAD BANK LIMITED (INCORPORATED IN INDIA) THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA) · THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

Patent Office publications: a valuable source of information

SPECIFICATIONS and abridgments published by the Patent Office provide a valuable source of information to all sections of industry wishing to keep in touch with the latest developments. These publications may be examined free of charge in the Patent Office Library or supplied as required at the prices shown below. The Patent Office also provides other services associated with the selection and supply of information about inventions.

Every application for a patent must be accompanied by a specification which fully describes the invention and states clearly what is the monopoly claimed. After thorough examination within the Patent Office, including an investigation to test the novelty of the invention, specifications found acceptable are published at a standard price of 4s. 6d.

Abridgments of the specifications, prepared by the Patent Examiner, are also published in 25 groups, each of which covers a major field of manufacture. One bound volume of abridgments for each group is published at intervals of 7-8 months (representing a complete series of 20,000 published specifications). These volumes are available at £4 10s. 0d. each or £100 for the complete set. For the same price it is possible to receive, as they are printed, the 16 page sheets of abridgments of which each of the bound volumes is composed. Subscribers to this service are thus kept right up to date with accepted specifications.

In order to facilitate the study of specifications relating to a particular subject, a detailed classification system is employed. The complete classification key which sets out this system is made up of 25 group units, each corresponding to one abridgment group, and each of these units is subdivided through several levels of fineness. The result is a schedule composed of about 40,000 subdivisions under one or more of which every specification is indexed, and this index is printed on all specifications. A list showing numbers of all specifications since 1910 indexed under any one of these subdivisions may be obtained for £1 1s. 0d. The appropriate unit of the key is bound into each abridgment volume and is associated with a subject-matter index to form a guide to the abridgments in that volume. The classification key itself may be purchased at 5s. 6d. per group unit or £6 10s. 0d. for the complete set of 25 units. In order to help in locating subjects in the classification key, a reference index is available at £7 7s. 0d. This contains an alphabetical list of catchwords which relate to all aspects of inventive art, and indicates the part of the key under which relevant subject-matter is classified.

As a further service the Patent Office will supply to subscribers all specifications, as they are published, which relate to any subject expressed in the classification key. The only charge made is that for the specifications so supplied.

The Official Journal (Patents) is published every Wednesday and, as well as official notices, contains a list of new patent applications and classified lists of accepted specifications. Single copies are 6s. 6d. each and the annual subscription is £6 10s. 0d.

All of the above publications are available, post free, from the Sale Branch, Patent Office, 25 Southampton Buildings, London, W.C.2, who will also be glad to give advice.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the date specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	September 18, 1964	
865,163	Brevets Aero-Mecaniques. S.A.	Electric ignition device for a projectile.
866,274	Reich, E.	Time escapement mechanism for speed indicating and recording.
954,608	Greaves, E. & Son (Casemakers), Ltd.	Cutlery cases etc.
	September 21, 1964	
843,784	Gevaert Photo Production N.V.	Production of colour photographic materials
871,603	Akt: Ges: Brown Boveri & Cie	Vacuum-tight electrode lead in assembly for mercury vapour rectifiers.
893,021	S.p.a. Cimat.	Electromechanical automatic control device for machine tools.
909,351	S.p.a. Cimat Costruzioni Italiane Machine Attrezzi Torino.	Electronic change-over switch for machine tools.
	September 22, 1964	
792,207	Goodchild, D. C.	Automatic change-speed gear drives.
	September 28, 1964	
881,490	Chinoin Gyvgyszer-es Vegyeszeti Termekele Gyara Rt.	1, 4-androstadiene-3, 17-dione.
888,467	Chinoin Gyvgyszer-es Vegyeszeti Termekele Gyara Rt.	New sulphonamide Compound.
927,698	Chinoin Gyvgyszer-es Vegyeszeti Termekele Gyara Rt.	Sulphonylamido derivatives.
	September 30, 1964	
774,421	Gevaert Photo Producten N.V.	Substituted colour couplers and coloured photographic images.
948,151	Dunlop Rubber Co. Ltd.	Apparatus for cutting strips of fabric.
	October 1, 1964	
873,573	Linotype & Machinery Ltd.	Printers composing appliances.
874,309	Linotype & Machinery Ltd.	Electronic speed controls.
893,777	Linotype & Machinery Ltd.	Inking rollers for printing machines.
897,186	Linotype & Machinery Ltd.	Inking systems for printing machines.
899,571	Linotype & Machinery Ltd.	Registration of printing formes.
901,871	Linotype & Machinery Ltd.	Printing machines.
901,872	Linotype & Machinery Ltd.	Printing presses.
950,121	Linotype & Machinery Ltd.	Printing presses.
	October 5, 1964	
875,687	Linotype & Machinery Ltd.	Printing presses.
	October 16, 1964	
741,348	Textainer Ltd.	Packaging devices.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

Patent Office.

Some of the guests of the Second Europair Heating and Ventilating Congress visiting the Tootal Fan factory on the outskirts of Brussels. Eighty-two British executives formed the biggest single contingent to the three-day Congress, organized by the Van den Bosch Company of Belgium.

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Exhibitions and Fairs

Mr. Jay to open British Fair in Peking

AT THE INVITATION of the Government of the People's Republic of China, Mr. Douglas Jay, President of the Board of Trade, will visit China for five days and open the British Industrial Fair in Peking on November 2. The fair which will remain open until November 14, will present the largest exhibition mounted by a Western country in China since 1949.

A total of 230 British companies are participating in the exhibition and in addition there are 47 technical publishing companies showing engineering publications on a large joint stand. The scope of the exhibition includes every type of capital equipment, plant, machinery and scientific instruments for industry and agriculture. No consumer goods or raw materials will be shown.

Among the main categories of exhibits are machine tools; textile machinery; earth-moving machinery; chemical, petro-chemical and oil-refinery equipment; agricultural machinery and tractors; petrol and diesel engines; foundry equipment; buses; cars and commercial vehicles; mining machinery; plant for steel and non-ferrous metal works; boiler plants; materials handling equipment; packaging and canning machinery; paper making and printing plant; plastics and rubber working machinery; welding equipment; office machinery; electric generators and motors of all types; automation and control equipment; electric transmission systems; cables; electronic equipment of many types; aircraft; aero engines and aircraft components; radar; radio and television apparatus; switchgear; telecommunication equipment; and many types of engineering components, such as belting, couplings, gears and pumps. The most cursory glance at the list of exhibitors shows the extremely high quality of support which this first really large-scale British Exhibition in China has received from the best known companies in British industry.

It is hoped, of course, that a high proportion of the exhibits will be sold but the main purpose of the exhibition is the much greater one of establishing commercial relations with China which will lead to a steady expansion of trade in the years ahead.

Sponsors of the event are the Sino-British Trade Council, whose members are the Association of British Chambers of Commerce, the China Association, the Federation of British Industries, and the London Chamber of Commerce, with the full support of the Board of Trade.

The President, who is the first senior British minister to visit the People's Republic, will be making a goodwill visit following that carried out by Mr. Lu Hsu-Chang, the Vice-Minister of Foreign Trade who visited the United Kingdom for three weeks in March 1963 as a guest of HM Government. The President will see something of China's industrial achievements and have informal discussions about the prospects for further development of Sino-British trade. There is, however, no agenda of specific topics to be discussed nor are any negotiations on particular issues contemplated.

Speaking at a press conference in London on October 21 to present the latest information about the exhibition, the President said he was confident that there were very great possibilities for increasing trade in capital goods with China. He said it was because the Government attached such supreme importance to the export drive that he was going to China. The Board of Trade, he added, were making a grant of £30,000 to the exhibition.

Mr. J. Keswick, President of the Sino-British Trade Council, said he had no doubt that the exhibition would prove to be a success in the long run, although it would be about twelve months before the full impact of the fair would be felt. Mr. Keswick said that in addition to the exhibits there had been planned a series of 39 lectures to be given by United Kingdom companies experts to selected audiences of Chinese experts.

Trade with China is as follows:

United Kindom exports : 1961 – £12·8 million; 1962 – £8·3 million; 1963 – £13·1 million; and in the first eight months of 1964 £12·2 million.

United Kingdom imports : 1961 – £30·8 million; 1962 – £23·1 million; 1963 – £18·5 million; and in the first eight months of 1964 £16 million.

United Kingdom exports to China have been copper, iron and steel, wool tops, chemicals and machinery; United Kingdom imports from China consist mainly of agricultural products such as bristles, cashmere wools, soya beans and tea, some manufactured goods such as cotton and silk goods, pottery and glassware are also imported.

Universal and International Exhibition, Montreal

SIR WILLIAM OLIVER, at present British High Commissioner in Australia, is to be Commissioner-General for Britain at the Universal and International Exhibition which will take place in Montreal in 1967, as part of the celebrations of the centenary of Canada's Confederation. The Commonwealth Relations Office, announcing this appointment, adds that Sir William Oliver will take up his new appointment when he leaves Australia some time next year.

The organizers have set aside areas outside the national pavilions section of the exhibition in which firms, either alone or in association with other firms, will be able to build their own pavilions for displays but not for taking orders. There will also be a boutique area within the exhibition grounds for retail sales of consumer goods to the public.

Firms wishing to take advantage of these opportunities should apply without delay to the organizers – The Canadian Corporation for the 1967 World Exhibition, Place Ville-Marie, Montreal, Quebec, Canada – either direct or through the Principal British Trade Commissioner,

(*Continued on page 968*)

Panel of judges at the Soft Drinks Competition held prior to the opening of the 1964 *Brewery Bottling and Allied Trades Exhibition at Olympia earlier this month.*

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Outside Europe	*Oct. 2*	*Jan. 1*
Europe	*Sept. 4*	*Dec. 4*
United Kingdom	*Aug. 7*	*Nov.6*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2791, *Germany and Scandinavia*; 2783, *France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa*; 2792, *United Kingdom and Rest of the World*) *will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on June 5 and May 1 respectively.

EUROPE

Additions:

STOCKHOLM: INTERNATIONAL BOAT SHOW – March 17-28, 1965.

* Apply, Allt For Sjon Strorangsvagen 18, Stockholm.

MALMO: INTERNATIONAL TRADE FAIR – June 4-13, 1965.

Apply, Skanemassan Kansli Stadiongatan 25 Malmo.

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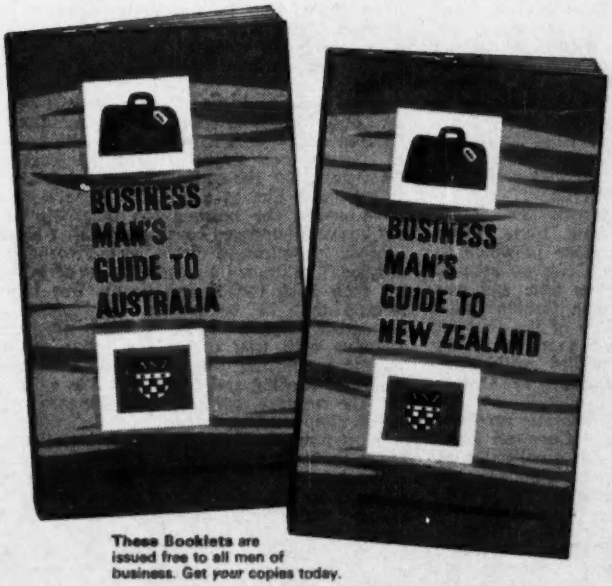

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B.T.J.

635 Dorchester Boulevard West, Montreal 2, Quebec, Canada. General inquiries about the exhibition may also be addressed to the Office of the British Commissioner-General, Canadian World Exhibition 1967, Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345, Extension 242).

2,500 see British electronics exhibition in Stockholm

FOR THE fifth time since 1948, the British electronic component and instrument industry has held a specialized exhibition in Sweden from October 13-16. As on previous occasions in 1961, the exhibition was promoted with the object of acquainting Swedish radio and electronic manufacturers and engineers with the most recent advances in the design and development of British radio, television, electronic and nucleonic components, accessories and of test equipment.

The exhibition was held at the Ostermans Marmorhallar in the centre of Stockholm. It was opened by the British Ambassador, Sir Moore Crosthwaite, who subsequently toured the exhibition together with the President of the Radio and Electronic Component Manufacturers' Federation, Mr. J. Thomson, Sales Director of Morganite Resistors Limited. Claimed to be the biggest overseas show yet sponsored by the component makers, the exhibition was organized on behalf of the Federation by Industrial Exhibitions Limited.

Forty-eight British companies, all members of the RECMF, and a representative cross section of the United Kingdom industry took part. All of them exhibited with their Swedish agents, who were glad to welcome a representative gathering of British sales directors and senior technicians.

The range of products exhibited included the following: Actuators, magnetic relays, bimetals, blowers, capacitors, ceramics, circuit elements, connectors, crystal assemblies, refractories, ferrites, hermetic seals, insulating materials, laminations, memory planes and stores, modular assemblies, printed circuits, components, rectifiers, relays, semi-conductors, servo components, switches and terminal blocks, thin film circuits, etc. The exhibits included the smallest semi-conductor component ever put on the commercial market, a microminiature diode no bigger than a typewritten full-stop, special electrical steels and advanced instrumentation for the testing and servicing of servo-systems.

During the four days the exhibition received 2,500 trade visitors, chiefly executive buying personnel, and engineers from the electronics industries in Sweden and the rest of Scandinavia. This attendance was encouraging in view of the fact that two large exhibitions touching on this field had recently been held in Stockholm, namely, the Instruments and Measurements Conference and Exhibition and the Stockholm Technical Fair.

Most of the British participants were well satisfied with the interest shown by Swedish buyers and, although an exhibition of this nature does not normally attract orders on the spot, quite a number of British firms noted useful inquiries which were confidently expected to result in business.

The Swedish electronic industry has developed rapidly during the past few years and is a relatively large customer of Britain's for electronic components and instruments. For example, the Swedish weapon system being developed for use with the Viggan jet fighter contains a number of components manufactured in Britain. Sweden's consumption of British components this year is expected to total about £2.7 million – approximately 80 per cent higher than last year.

Buyers from the Federal Republic of Germany and West Berlin watch one of the models display one of the garments. Distinguished visitors in the front row include (from left-to-right) Herr Willy Brandt (Governing Mayor of Berlin), Lady Roberts, Mr. R. Zelker (Chairman, Fashion House Group of London), Frau Brandt, H. E. Sir Frank Roberts (British Ambassador, Bonn) and Mrs. Peel Yates, wife of the British Commandant in Berlin.

British fashion conquers Berlin

A report by the British Consulate-General, Berlin.

MORE THAN five hundred trade buyers from all over Western Germany gave an enthusiastic reception to the Fashion House Group of London Show of ladies ready-to-wear clothing held in West Berlin's Kongresshalle on October 18. The show was given in the presence of Sir Frank Roberts, British Ambassador to the German Federal Republic, Herr Willy Brandt, Governing Mayor of West Berlin, the British and American Commandants, their ladies and members of the consular corps and leaders of civic life in West Berlin.

In an introductory address, Sir Frank Roberts said that the Fashion House Group had selected Berlin as the place in which to give their first-ever show in Germany because the city was renowned for its taste and was still the centre of the German fashion trade. Sir Frank compared the value of the Fashion House Group's exports only 5 years ago, when they were worth DM 5 million with their present day value of approximately DM 45 million.

Heralded by a fanfare of trumpets provided by the band of Somerset and Cornwall Light Infantry, the show opened with a collection of rainwear, followed by dresses, woollen twin sets, costumes, casuals, Irish linens and tweeds, skirt and slack suits made in washable leather presented by the twelve participating members of the Group: Alligator Rainwear, Polly Peck, Lyle & Scott, Strelitz, Susan Small, Reldan/Digby Morton, Sylvia Mills, Frederick Starke, Dents, Berg of Mayfair, Frank Usher, Jean Allen.

The show was divided in two parts with an amusing interlude entitled 'Mode und Material Divertisement' in which British wool, white washable leather, Jersey knitwear, crimplene, blue nylon yarn were draped around six model girls dressed in black leotards.

The entire show was devised and staged by Michael Whittaker in what was, for the Germans, an entirely novel conception of presenting fashion. The President of the Berlin Association of Ladies Outerwear Manufacturers stated that he was most impressed by Michael Whittaker's presentation, and said quite openly he intended to recommend that his Association copied Whittaker's methods in future.

Local press coverage of the event was excellent, both in column space and in photographs. Fashion correspondents without exception were as one in their praise of London Fashion. On October 20, the entire collection was available from 8 a.m. to 6 p.m. for inspection by trade buyers. The morning was noticeably dull, but business improved considerably after lunch.

Most participating firms were reasonably satisfied. Strelitz had a steady stream of buyers for their Irish tweeds and linens. One buyer insisted that he be invited to London in November. Sylvia Mills opened six new accounts with trial orders for better quality two-piece suits. It was only in the cheaper ranges of evening and cocktail dresses catering for the teenage market that response was rather disappointing.

Most firms expressed their firm intention to return to Berlin in the spring with their autumn and winter collections. They should have no difficulty in attracting buyers, since, thanks to the successful Gala Show and excellent press comment and coverage, the Fashion House Group of London are no longer an unknown quantity in the world of German fashion.

The Kongresshalle was sold out on Monday evening, October 20, when the Gala Show was repeated for the benefit of the German Red Cross.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

India waives import duty on United Kingdom relief supplies

AN AGREEMENT between India and Britain was signed in New Delhi on October 20 by Shri C. S. Jha, Commonwealth Secretary, Ministry of External Affairs and by the British High Commissioner, Sir Paul Gore-Booth.

This agreement provides with immediate effect for the duty-free entry into India of relief supplies and drugs donated by specified relief agencies in Britain to voluntary relief and rehabilitation organizations approved by the Government of India. Up to the time of the signing of this agreement all British donors of relief supplies have had to meet the cost of paying import duties initially and then claim a refund. Arrangements have now been made for officials in designated Indian seaports and airports to be advised of the shipment of agreed relief items from Britain and for those to be cleared free of duty on arrival. This will simplify the procedures followed by donor agencies.

The cost of freight and insurance of these supplies will be met by the donors up to the point of entry into India. Thereafter the costs of internal transportation from the point of entry to the recipient will be defrayed by the Government of India.

Supplies must be confined to food grains and other foodstuffs including milk powder, processed foodstuffs and multi-purpose foods, drugs and medicines, multi-vitamin tablets, hospital equipment and supplies, agricultural implements and any other donations agreed to by the signatory Governments.

All foodstuffs and drugs exported from Britain under these arrangements must be certified by the British authorities as meeting the prescribed food and drug standards. All foodstuffs must conform to the standards prescribed under the Indian Prevention of Food Adulteration Act and Rules.

Iraq and Japan

A TRADE AGREEMENT between Iraq and Japan was signed in Baghdad on June 17.

The agreement aims to expand trade relations between the two countries, and agrees to provide technical and vocational training in Japan of Iraqi nationals and the dispatching of Japanese experts to Iraq, with a view to promoting the economic and technical development of Iraq.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

Hints to businessmen visiting Hong Kong

A REVISED edition of the booklet on Hong Kong has been published in the series of 'Hints to Business Men'.

British businessmen who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Direct telex calls to the United States

FROM October 24 telex customers in this country will be able to dial their own calls to customers' lines in the following American telex networks:

(a) Radio Corporation of America,
(b) International Telephone and Telegraph World Communications (formerly the American Cables and Radio),
(c) Western Union International,
(d) Western Union Domestic.

Telex numbers in these networks contain from 5 to 7 digits. Calls to the numbers in the American Telephone and Telegraph Companys TWX network (which have 10 digits) will continue to be connected by the International Telex Exchange operator in London.

Directly dialled calls will be charged at the rate of £1 per minute or part thereof and will be subject to a one minute minimum only. Calls connected via the switchboard will remain subject to 3-minute (£3) minimum. The charges for directly dialled calls will be shown in bulk as a separate item on customers' telex accounts.

Office of the British Trade Commissioner, Salisbury

The Post Office Box number of the British Trade Commission has been changed, the new number is 1482. The telephone number is unchanged.

Orders worth £7m.

Assembling and wiring a computer at the ICT Stevenage works. The value of orders already received for ICT's new 1900 computer totals £7 million and includes orders from six countries.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

AUSTRALIA

Water Demineralizing Plant for Southern Electric Authority of Queensland. November 30. E.S.B. 29864/64.

Fuse Mounts for Cairns Regional Electricity Board. November 18. E.S.B. 30511/64.*

Air Conditioning; Hot Water Heating and Ventilation Systems for Department of Works. December 1. E.S.B. 30516/64.*

Sewage Treatment Works for Engineering and Water Supply Department, Adelaide. November 12. E.S.B. 30538/64.

Hydraulic Platform for Queensland State Government. (Advance Information.) Closing date not known. E.S.B. 30579/64.*

Transformers for Electricity Commission of New South Wales. December 7. E.S.B. 30565/64.

Transformers for Northern Electric Authority, Queensland. December 2. E.S.B. 30389/64.*

Conveying Equipment for Mackay Harbour Board. November 24. E.S.B. 30539/64.

Electricity Trust of South Australia:
Water Treatment Plant. December 10. E.S.B. 30518/64.
Switchboards. December 1. E.S.B. 30577/64.

Brisbane City Council:
Grit Collection and Washing Equipment. November 20. E.S.B. 30515/64.*
Sewage Distributors. November 20. E.S.B. 30576/64.*
Sewage Scraper Mechanisms. November 20. E.S.B. 30575/64.*

Postmaster-General's Department:
Vending Machines. November 24. E.S.B. 30269/64.*
Thermionic Tubes. December 3. E.S.B. 30270/64.*
Strain Measuring and Recording Apparatus. December 3. E.S.B. 30512/64.*

BURMA

Textiles for Ministry of Supply and Co-operative Corporation. November 16 to 30. E.S.B. 30509/64.*

CANADA

Dam Construction for Hydro and Power Authority, British Columbia. January 12, 1965. E.S.B. 30578/64.

CEYLON

Structural Steel for Ceylon Government Railway November 11. E.S.B. 30370/64.

Water Distribution System Improvements for Colombo Municipal Council. December 9. E.S.B. 30259/64.

Department of Health:
Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 29585/64.*
Cobalt Teletherapy Unit. January 12, 1965. E.S.B. 30291/64.*

CHILE

Drugs for Servicio Nacional de Salud. November 11. E.S.B. 29875/64.*

COLOMBIA

Slaughter House for Empresas Publicas Municipales. November 16. E.S.B. 30517/64.

Empresa de Energia Electrica de Bogota:
Magnetic Contactors. November 17. E.S.B. 30564/64.*
Transmission Line Poles. November 30. E.S.B. 30287/64.*

COSTA RICA

Instituto Costarricense de Electricidad:
Oil Cloth; Sleeving and Fittings. November 16. Tender documents (in Spanish) available. E.S.B. 29866/64.*
Crane. November 17. Press notice (in Spanish) available. E.S.B. 30262/64.*
Cable Trays. December 3. Press notice (in Spanish) available. E.S.B. 30263/64.*
Accumulators. December 5. Tender documents (in Spanish) available. E.S.B. 30526/64.*
Steel Sheets. November 16. E.S.B. 29867/64.*

EGYPT

Carbon Brushes for Egyptian Railways. November 14. E.S.B. 29816/64

ETHIOPIA

Ethiopia Electric Light and Power Authority:
KWH Meters. November 30. E.S.B. 30285/64.*
Cable and Accessories. December 2. E.S.B. 30284/64.*

FORMOSA

Central Trust of China:
Metering Equipment. November 13. E.S.B. 30301/64.*
Transformers. November 11. E.S.B. 30302/64.*
Pumps, Induction Motors. November 20. E.S.B. 30503/64.*
Humidity Cabinet. November 13. E.S.B. 29878/64.*
Mild Steel Plate. November 14. E.S.B. 30821/64.*
Vitamin B1. November 17. E.S.B. 30822/64.*
Vehicles; Machinery; Laboratory Equipment. November 13. E.S.B. 30257/64.*
Testing Transformer. November 11. E.S.B. 29877/64.*
Flow Instruments. November 17. E.S.B. 30545/64*
Wire. November 19. E.S.B. 30300/64.*
Non-Ferrous Metals. November 18. E.S.B. 30541/64.*
Workshop Machinery and Tools. (Further Information.) Closing date postponed to November 16. E.S.B. 26308/64.*
Generating Set. (Further Information.) Closing date postponed to November 14. E.S.B. 21346/64.*
Cell and Battery Components. (Further Information.) Closing date postponed to November 14. E.S.B. 19774/64.*
Machine Tools. November 21. E.S.B. 30540/64.*
Pumps: Carbonating Arm. November 14. E.S.B. 30369/64.*
Vibrating Screen. November 18. E.S.B. 30361/64.*
Punched Tabulating Forms. November 14. E.S.B. 30525/64.*

FRANCE

Transportable Radio Stations for Supreme Headquarters, Allied Powers, Europe. January 4, 1965. E.S.B. 30537/64.*

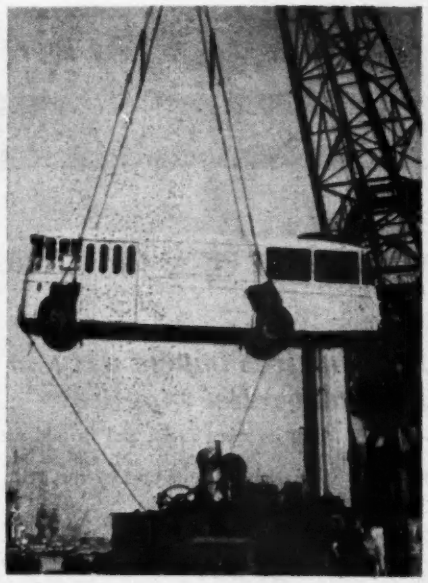
GREECE

Tin for Hellenic State Railways. November 17. E.S.B. 30520/64.*

Ministry of Trade:
Metal Ladders. November 28. E.S.B. 29863/64.*
Photo-copying Machines. November 13. E.S.B. 30288/64.*

GUATEMALA

Structural Steel for Instituto Nacional de Electrificion. November 16. Tender documents (in Spanish) available. E.S.B. 30513/64.*
Water Level Indicators. November 12. Press notice (in Spanish) available. E.S.B. 30304/64.*



The Avo (M.I. Group) mobile demonstration unit carrying a comprehensive display of electrical, electronic and nucleonic measuring instruments, and oscilloscope cameras, and coil winding machinery, sets off on a five-month overseas trip. The unit is touring the Middle East until December, when it will leave Alexandria for a tour of Western Europe.

EXPORT LICENSING BRANCH

Traders' attention is drawn to the change in the address of Export Licensing Branch. This is now: Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757.

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ICELAND

Reykjavik Municipal Electric Works:
Remote Control Equipment. December 31. E.S.B. 30374/64.*
Switchgear and Control Equipment. December 31. E.S.B. 30375/64.*

INDIA

Transformers and Switchgear for Punjab State Electricity Board. December 16. E.S.B. 30377/64.
Super Flaker; Contact Plate Freezers for National Small Industries Corporation Ltd. November 28. E.S.B. 30309/64/DLF.
Communication Equipment for Hindustan Steel Ltd. December 14. E.S.B. 26326/64.*
M.S. Pipes for Bras Purchase Organization. December 2. Press notice available. E.S.B. 30316/64.*
Testing Equipment for Central Railway, Bombay. December 15. E.S.B. 30548/64.
Equipment for Mechanization of Marshalling Yards for South-Eastern Railway. (Further Information.) Tender documents now available. E.S.B. 28070/64.*
Gujarat Electricity Board:
Aluminium Conductor. December 18. E.S.B. 30551/64.
ACSR Conductors. December 1. E.S.B. 30550/64.
Maharashtra State Electricity Board:
Meters. November 16. E.S.B. 30356/64.
Electrical Equipment. November 11. E.S.B. 30357/64.
Control Instrumentation. November 16. E.S.B. 30549/64.
Switchgear; Metering Equipment. January 18, 1965. E.S.B. 30563/64.
Atomic Energy Establishment:
Valves; Electrodes. November 16. E.S.B. 30208/64.
Data Printer. November 16. E.S.B. 30236/64.
Generator. November 12. E.S.B. 30238/64.
Testing Equipment. November 16. E.S.B. 30243/64.
Rotameters. November 16. E.S.B. 30240/64.
Valves; Electrodes. Tender documents now available. E.S.B. 30208/64.
Steel Pipes. (Further Information.) Tender documents now available. E.S.B. 28066/64.*
SS Sheets. (Further Information.) Tender documents now available. E.S.B. 28065/64.*
Measuring Instruments. November 18. E.S.B. 30247/64.
Recording Equipment. November 18. E.S.B. 30246/64.
Recording Instruments. November 17. E.S.B. 30245/64.
Pyrometer. November 17. E.S.B. 30244/64.
Drilling Machine. (Further Information.) Tender documents now available. E.S.B. 29802/64.*
Pumps. (Further Information.) Tender documents now available. E.S.B. 29801/64.*
Ministry of Railways:
Technical Services. Closing date not known. E.S.B. 30375/64.
Technical Services. Closing date not known. E.S.B. 30376/64.
Directorate of Supplies and Disposals:
Machine Tool. November 26. E.S.B. 30329/64.*
Machine Tool. November 24. E.S.B. 30326/64.*
Machine Tool. November 17. E.S.B. 30325/64.*
Testing Machine. November 25. E.S.B. 30324/64.*
Machine Tool. November 27. E.S.B. 30323/64.*
U.P. Irrigation Department:
Dam Gates. (Further Information.) Closing date postponed to November 27. E.S.B. 24022/64.*
Crane. (Further Information.) Closing date postponed to November 28. E.S.B. 28377/64.*
Dam Equipment. Closing date postponed to November 27. E.S.B. 28378/64.*
Southern Railway:
G.S. Wire Rope. December 7. E.S.B. 30533/64.
Insulation Testers; Bridge Meggers. December 2. E.S.B. 30532/64.
Strain Insulator Sets. November 30. E.S.B. 30531/64.
G.S. Wire Rope. December 8. E.S.B. 30534/64.
Nylon Belting. (Further Information.) Tender documents now available. E.S.B. 29585/64.*

IRAN

Transformers and Switchboards for Tehran Electricity Authority. November 22. E.S.B. 30372/64.*

IRAQ

Knapsack Mist Sprayers and Dusters for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 29557/64.*
Paints; Coal Tar; Brushes for Iraqi Ports Administration. (Further Information.) E.S.B. 28857/64.*
Government Oil Refineries Administration:
Steel Bands and Accessories. November 17. E.S.B. 29551/64.
Liquid Mechanical Foam Compound. November 24. E.S.B. 30382/64.
Pumping Sets. (Further Information.) Tender documents now available. E.S.B. 29547/64.*
Steel Bands and Accessories. (Further Information.) Tender documents now available. E.S.B. 29551/64.*
Ministry of Defence:
Cotton Thread. November 29. E.S.B. 30395/64.*
Miscellaneous Equipment. December 16. E.S.B. 30393/64.*

JORDAN

Cable; Wire for Jordan Electric Power Co. Ltd. November 16. E.S.B. 30307/64.

KUWAIT

Construction of Air Force Base for Ministry of Public Works. December 12. E.S.B. 30339/64.
Machine Tools and Equipment for Ministry of Electricity and Water. (Further Information.) E.S.B. 29530/64.*

MALAWI

Central Tender Board:
Telephone Cable. November 13. E.S.B. 30319/64.
Telephone Exchange. November 13. E.S.B. 30318/64.

MALAYSIA

Construction of a Lighthouse for Surveyor-General of Ships. November 23. E.S.B. 30504/64.
Machine Tools for Central Electricity Board. December 1. E.S.B. 30334/64.
Ministry of Defence:
Fire Fighting Equipment. November 27. E.S.B. 30573/64.*
Crockery. December 4. E.S.B. 30567/64.*
Welders' Accessories. November 20. E.S.B. 30565/64.*
P.V.C. Coated Materials. November 27. E.S.B. 30556/64.*
Engine Analyzing Equipment. November 20. E.S.B. 30558/64.*
Cranes. November 13. E.S.B. 30568/64.*

MOROCCO

Antibiotics for Pharmacie Centrale de la Santé Publique. November 23. E.S.B. 29800/64.*
Public Works Contracts for Travaux Publics. December 10. E.S.B. 30226/64.*

NEW ZEALAND

Harbour Scheme for Ministry of Works. (Advance Information.) Closing date not known. E.S.B. 30327/64.
Copper Cable for Dunedin City Corporation. November 16. E.S.B. 30574/64.*
Railway Wagons for Government Railways Department. January 13, 1965. E.S.B. 30582/64.
Transformers for Bay of Islands Electric Power Board. December 2. E.S.B. 30583/64.*
Transformers for Hamilton City Council. November 24. E.S.B. 30585/64.*
New Zealand Electricity Department:
Transformers. February 16, 1965. E.S.B. 30584/64.*
Crane. (Further Information.) E.S.B. 29127/64.*
General Post Office:
Testing Instruments. November 19. E.S.B. 30379/64.*
Transmitter-Receivers. November 24. E.S.B. 30554/64.*
Paper Tape. November 19. E.S.B. 30209/64.*
Cable. November 25. E.S.B. 30210/64.*
Cable. November 17. E.S.B. 30211/64.*
H.F. Transmitter/Receiver. December 14. E.S.B. 30212/64.*
Electronic Valves. November 16. E.S.B. 30213/64.*

NORTHERN RHODESIA (ZAMBIA)

Automatic Telephone Exchange for Central Supply and Tender Board. November 27. E.S.B. 30317/64.

PAKISTAN

Air Conditioners for West Pakistan Railway Board. November 23. E.S.B. 30265/64.
East Pakistan Railway Board:
Railway Wagons. December 16. E.S.B. 30507/64.*
Railway Cranes. December 21. E.S.B. 30251/64.*
Points and Crossings. January 9, 1965. E.S.B. 30384/64.
Fish Plates; Bolts and Hooks. January 11, 1965. E.S.B. 30385/64.
Anchor and Bearing Plates. January 12. 1965. E.S.B. 30386/64.

Mr. J. Machumla, one of four trainee vehicle examiners sent by the Malawi Government to this country as part of an intensive training programme, is seen here at the works of Taskers of Andover (1932) Ltd. examining a BRS 10-ton straight frame semi-trailer.

PARAGUAY

Electro-Mechanical Equipment; Transmission Lines for Acaray Hydro-Electric Project. Closing date for pre-qualification December 16. Closing date for acceptance of tender April 8, 1965. E.S.B. 30227/64.
Road Construction Vehicles/ Equipment for Ministry of Public Works and Communications. (Further Information.) Closing date postponed to November 21. E.S.B. 25341/64.*
Institute of Rural Welfare:
Road Construction and Agricultural Equipment. November 20. Tender documents (in Spanish) available. E.S.B. 30363/64.*
Sawmill Machinery and Tools. November 20. Tender documents (in Spanish) available. E.S.B. 30362/64.*

PORTUGUESE WEST AFRICA

Tools; Machine Tools for Junta Autonoma de Estradas de Angola. November 18. Tender documents (in Portuguese) available. E.S.B. 30355/64.*

SOUTH AFRICA

Oil-Gas Plant for City of Port Elizabeth. January 4, 1965. E.S.B. 30214/64.*
Cape Provincial Tender Board:
Science Apparatus. November 13. E.S.B. 30225/64.*
School Equipment. November 13. E.S.B. 30223/64.*
Transvaal Provincial Tender Board:
X-Ray Unit. November 20. E.S.B. 30277/64.*
Laundry Machinery. November 13. E.S.B. 30278/64.*
South African Railways:
Copper Wire. November 13. E.S.B. 30218/64.*
Vehicles. November 20. E.S.B. 30560/64.*
Overhead Line Equipment. November 20. E.S.B. 30561/64.*
State Tender Board:
Laboratory Equipment. November 12. E.S.B. 30216/64.*
Connection Boxes. November 11. E.S.B. 30302/64.*
Thermostat. November 12. E.S.B. 30604/64.*
Solder Silver. November 19. E.S.B. 30595/64.*

SOUTHERN RHODESIA

Telephone Equipment for Rhodesia Railways. November 30. E.S.B. 30314/64.*
Southern Rhodesia Government:
Air Conditioning Units. (Further Information.) November 26. Tender documents now available. E.S.B. 29583/64.*
Telephone Cable Loading Coils. (Further Information.) November 12. Tender documents now available. E.S.B. 29589/64.*

SPAIN

Office Machinery for Ministerio de la Gobernacion. (Advance Information) Closing date not known. E.S.B. 30360/64.
Constructional Project for Ministry of Commerce. November 13. E.S.B. 30249/64.
Laboratory Apparatus for Consejo Superior de Investigaciones Cientificas. Closing date not known. E.S.B. 30425/64.
Ministerio de Obras Publicas:
Railway Track Works. November 11. E.S.B. 30549/64.
Construction and Dredging Works. November 16. E.S.B. 30552/64.

SUDAN

Fire Fighting Equipment for Sudan Railways. November 30. E.S.B. 30273/64.*

TRINIDAD AND TOBAGO

Ministry of Health and Housing:
Ward Equipment. November 27. E.S.B. 30260/64.
Laundry Equipment. November 21. E.S.B. 30298/64.*

TURKEY

Welding Sets for Turkish Maritime Bank. November 13. E.S.B. 30333/64.*

UNITED STATES OF AMERICA

Bureau of Reclamation:
Power Station Equipment. November 12. E.S.B. 30276/64.*
Generating Plant Equipment. November 12. E.S.B. 30274/64.*

URUGUAY

Pipes for Concejo Departamental de Montevideo. November 11. E.S.B. 30345/64.
Thermal Motors for State Water Works. November 26. E.S.B. 30346/64.*
The State Electricity Board:
Telephones and Equipment. December 10. E.S.B. 30344/64.
Transformer Station Equipment. February 9, 1965. E.S.B. 30349/64.
Transmission Line. February 2, 1965. E.S.B. 30351/64.
Sub-Station Equipment. February 3, 1965. E.S.B. 30352/64.
Cable and Accessories. February 4, 1965. E.S.B. 30348/64.
Electrical Equipment. February 5, 1965. E.S.B. 30350/64.

VIETNAM

Shoemaking Machinery; Hand Tools for Central Purchasing Authority. November 11. E.S.B. 30305/64.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Australia
Inquiry for marine equipment. (E.S.B. 29966/64.)
Inquiry for brushes; synthetic sponge material. (E.S.B. 30043/64.)
Inquiry for automotive accessories; building materials; chemists' sundries; garage equipment. (E.S.B. 30606/64.)
Inquiry for gear wheels. (E.S.B. 30781/64.)
Manufacture under licence – agricultural equipment. (E.S.B. 30129/64.)

Austria
Inquiry for electrical domestic heaters. (E.S.B. 29698/64.)
Inquiry for adhesives; plastics; laminated sheeting. (E.S.B. 29842/63.)

Bolivia
Inquiry for generating sets; insecticides; jute sacks; mining machinery (E.S.B. 30025/64.)
Inquiry for bakery equipment; brick and tile manufacturing equipment; hardware; sanitary ware. (E.S.B. 30187/64.)

British Honduras
Inquiry for cotton stockings; perambulators. (E.S.B. 21272/64.)

Burma
Inquiry for insecticides; spraying equipment. (E.S.B. 30171/64.)

Canada
Inquiry for compressed cork strips. (E.S.B. 29911/64.)
Inquiry for druggists' rubber sundries. (E.S.B. 30064/64.)
Inquiry for equipment used in supermarkets; store fixtures; steel shelving. (E.S.B. 30748/64.)
Inquiry for rubber tubing. (E.S.B. 29420/64.)

Costa Rica
Agency inquiry for bicycles; toilet seats. (E.S.B. 30484/64.)

Cyprus
Inquiry for TV equipment. (E.S.B. 18468/63.)

Egypt
Inquiry for coolers; refrigerators; tape recorders; washing machines; vehicles (E.S.B. 30104/64.)

Finland
Agency inquiry for catheters; surgical gloves. (E.S.B. 30480/64.)

France
Agency inquiry for hand tools; gardening utensils; plumbers' fittings. (E.S.B. 29488/64.)
Agency inquiry for hotel equipment. (E.S.B. 30151/64.)
Agency inquiry for textiles. (E.S.B. 30027/64.)
Agency inquiry for knitwear. (E.S.B. 12372/64.)
Inquiry for women's outer clothing; knitwear. (E.S.B. 30443/64.)
Agency inquiry for pullovers. (E.S.B. 20800/63.)
Agency inquiry for soil-block forming equipment. (E.S.B. 30197/64.)
Inquiry for metal products; stainless steel equipment. (E.S.B. 29382/64.)
Inquiry for perfumes; pharmaceuticals; toilet articles. (E.S.B. 30611/64.)

Germany, Federal Republic of
Inquiry for motor cycles and accessories. (E.S.B. 30415/64.)
Inquiry for bearing bushes. (E.S.B. 29907/64.)

Guatemala
Inquiry in respect of refrigeration products' factory. (E.S.B. 30145/64.)

India
Inquiry for testing equipment (E.S.B. 29059/64.)
Collaboration – steel strip mill. (E.S.B. 30482/64.)

Iraq
Inquiry for seed dressing. (E.S.B. 30419/64.)
Inquiry for dusting sulphur. (E.S.B. 29786/64.)

Israel
Agency inquiry for machine tools; metal working machines; woodworking machines. (E.S.B. 30058/64.)
Inquiry for cooking stoves; vacuum cleaners. (E.S.B. 30083/64.)
Inquiry for bronze. (E.S.B. 30408/64.)
Inquiry for machinery for the manufacture of steel wool. (E.S.B. 30477/64.)
Inquiry for footwear plant; hide curing and tanning plant; liquid oxygen and liquid nitrogen plant; meat canning plant; tinplate container manufacturing plant. (E.S.B. 30662/64.)
Manufacture under licence – packaging products. (E.S.B. 30131/64.)

Italy
Agency inquiry for infants' novelty items; plastics rainproofs for children. (E.S.B. 30054/64.)
Agency inquiry for toys. (E.S.B. 29690/64.)

Jamaica
Inquiry for hand trucks and barrows; canning seaming plant. (E.S.B. 20687/64.)

Japan
Inquiry for packaging machinery. (E.S.B. 29956/64.)
Inquiry for printing machinery. (E.S.B. 29955/64.)

Macao
Inquiry for hotel equipment and fittings. (E.S.B. 33960/62.)
Inquiry for construction materials; floor covering; furniture; sanitary equipment, etc. (E.S.B. 33960/62.)

Mauritius
Export possibilities arising from industrial development. (E.S.B. 20688/64.)

Netherlands
Agency inquiry for soap; toilet preparations. (E.S.B. 30179/64.)
Agency inquiry for synthetic fibres; tow; tops; yarns and waste (E.S.B. 30089/64.)
Inquiry for cotton yarns. (E.S.B. 30087/64.)

New Zealand
Agency inquiry for fancy goods; sports goods; tobacconists' sundries. (E.S.B. 29936/64.)

Norway
Agency inquiry for air conditioners; gardening equipment; household articles; marine equipment; plastics products; sports goods; toys. (E.S.B. 28640/64.)

Puerto Rico
Inquiry for ceramic tiles; hardboard; pipe nipples. (E.S.B. 30170/64.)

Rumania
Inquiry for steam boilers; turbo-generator sets; water treatment plant. (E.S.B. 30120/64.)

South Africa
Inquiry for mining equipment. (E.S.B. 30074/64.)

Spain
Inquiry for food products. (E.S.B. 29643/64.)
Manufacture under licence – smoke abatement plant. (E.S.B. 30061/64.)
Market report on agricultural machinery, including tractors. (E.S.B. 27281/64.)

Sudan
Inquiry for diesel engines. (E.S.B. 30092/64.)

Sweden
Agency inquiry for razors. (E.S.B. 30143/64.)
Inquiry for electronics systems. (E.S.B. 30698/64.)
Inquiry for coats; hosiery; knitwear. (E.S.B. 29942/64.)

Switzerland
Agency inquiry for air conditioning and refrigerating plant. (E.S.B. 30478/64.)
Agency inquiry for hydraulic equipment. (E.S.B. 30487/64.)
Agency inquiry for pharmaceuticals. (E.S.B. 22374/64.)
Manufacture under licence – building machinery and equipment. (E.S.B. 30410/64.)

Thailand
Inquiry for compressors; draglines; pumps. (E.S.B. 24508/64.)
Inquiry for aluminium rolling mill. (E.S.B. 30464/64.)

Trinidad
Inquiry for laundry supplies and requisites. (E.S.B. 30402/64.)

Turkey
Collaboration – glass for motor vehicles. (E.S.B. 30126/64.)

United Arab Republic
Inquiry for knitting machine; needles. (E.S.B. 30100/64.)

United States of America
Agency inquiry for industrial chemicals. (E.S.B. 16222/64.)
Agency inquiry for electro-medical equipment. (E.S.B. 29984/64.)
Agency inquiry for flagpoles. (E.S.B. 14473/64.)
Inquiry for infants' wear. (E.S.B. 30445/64.)
Inquiry for heat exchangers. (E.S.B. 30012/64.)
Manufacture under licence – hydrotherapy equipment. (E.S.B. 29997/64.)
Manufacture under licence – decals. (E.S.B. 30621/64.)
Proposed new work in the North Pacific Division of the Corps of Engineers. (E.S.B. 29957/64.)

Windward Islands
Agency inquiry for refrigerators. (E.S.B. 30059/64.)

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-v of the Board of Trade Journal *of July 31. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 904 of October 23 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Scandinavian visit

Mr. Charles R. Potter, overseas sales executive, of Hancock and Co. (Engineers) Limited, Croydon, Surrey, is now touring Scandinavian countries. This is to be the first of a series of regular visits by Hancock executives. These visits will provide comprehensive sales and technical support to overseas agents for the company's oxy-cutting equipment.

Thermal insulation systems for Middle East

Mr. J. D. McMillan, an overseas sales executive of the Tentest Co. Ltd., London, N.20, has left London for a tour of the Middle East. During the tour he will investigate the market for Tentest products, i.e., suspended ceiling and thermal insulation systems supported by British made metal fixing devices. Mr. Mcmillan intends to return to London on November 25.

British slimming aids for North America

Mr. H. C. Barnes, export executive of British Chemotheutic Products Ltd., Bradford, has begun a tour of the West Indies and the United States. The main purpose of Mr. Barnes' tour will be to appoint agents for his firm's products, i.e., slimming biscuits, soups, drinks and other slimming aids and pharmaceutical specialities. Since joining the company towards the end of 1962 Mr. Barnes has made a number of trips to Africa, the Far East and Europe. He has made several such visits already this year and plans to make a further trip in November when he will visit Sudan, Ethiopia, Saudi Arabia and Greece.

Australasian technical survey

Mr. W. Hitchnough, who has recently been appointed by J. C. Bamford (Excavators) Ltd., Rocester, Staffs, to carry out a technical survey of Australasia, has left the U.K. He will make a two to three months' tour of Australasia to assess the area with a view to establishing a pilot manufacturing plant there. He will visit all major cities in both New Zealand and Australia.

Chairman's visit to Indian factory

Mr. E. B. Calvert, chairman and managing director of Blundell-Permoglaze Ltd., London, W.C.1, the paint manufacturing group, will visit India in November for a two months tour. Mr. Calvert will visit the Blundell-Permoglaze subsidiary company, Blundell Eomite Paints Ltd., of which he is chairman, to inspect the progress of the new factory being built near Bombay and to study local conditions in connection with a capital reconstruction scheme. Mr. Calvert will be accompanied by Mr. S. L. G. Wright, vice-chairman of Blundell Eomite Paints and a director of Blundell-Permoglaze.

Refrigeration executives' sales tours

Mr. C. V. Jones, general sales manager of the Prestcold Division of Pressed Steel Co. Ltd., Theale, near Reading, left on October 11 for a two-week fact-finding and sales trip to the United States and Canada. He will go first to Chicago to visit the American Tyler Company – with which Pressed Steel have strong connections and then to New York, Sydney, Ohio and Montreal. Throughout his trip he will study American sales and manufacturing methods and examine developments in the supermarket field.

On October 17, Mr. Malcolm Carr, export manager of Prestcold International, left for a two-month sales trip via the United States to New Zealand, Australia, Singapore, Malaya, Borneo, the Philippines, Hong Kong, Tokyo and Bangkok.

Five-week tour of United States

Mr. G. W. Ward, general sales manager, James Neill and Co. (Sheffield), and Mr. W. G. Sinclair, sales manager for James Neill and Co. (USA) Ltd., is on a five-week tour of the United States, starting October 8, to appoint distributors for the 'Eclipse' magnetic chucks which were invented by the Sheffield company in 1934.

Prior to this visit almost twelve months have been devoted to a survey of the market, aimed at making this a success story to beat the company's 1957 attack on the West German market, which made that market the largest export customer for Neill's magnetic chucks and accessories.

Scottish Council trade mission

Mr. Donald Reid, head of the Scottish Council's trade division, recently set off for Australia where he will spend two weeks preparing an ininerary and programme for an ambitious mission to Australia next autumn. It will be the first Scottish Council mission to a member of the Commonwealth and will be larger than any of its predecessors. About thirty delegates will take part and will spend at least two weeks in Australia.

In addition to this the Council is planning a trade mission to Denmark in Spring of next year. The proposal is that twenty firms will take part and that members of the seven-day mission will be at director level.

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Machine tools for China

Coventry Gauge & Tool Co. Ltd., have received further contracts from the Peoples Republic of China valued in excess of £120,000, for the supply of twelve Matrix precision machine tools. The company is participating in the British Industrial Fair at Peking which is scheduled to take place in November. *(President's visit to Peking page 966).*

Canada buys rod mill

Davy and United Engineering Co. Ltd., Sheffield, have received a £1,250,000 order from the Steel Company of Canada Ltd., for the manufacture of the major portion of the mechanical equipment for a four strand rod mill at Hamilton, Ontario.

Cone mixer order from Germany

A £35,000 order has been received by Wm. Gardner & Sons (Gloucester) Ltd., for what is believed to be one of the world's largest double cone mixers to be supplied to Rheinische Olesinwerke, Cologne.

Heating units for Japan

A £10,000 order from Japan has been gained by Thomas Potterton Ltd., London, De La Rue Group, for 65 individual storage sets, insulated hot water cylinder, gas-fired boiler and controls, for a block of flats in Tokyo.

Radar for Norwegian training ship

AEI Ltd., Leicester, and The Solartron Electronic Group Ltd., Farnborough, have supplied electronic equipment for marine radar simulator and displays for the Norwegian Ministry of Shipping and Trade's new training vessel m.s. Trondelag.

Portuguese fish refrigeration

J. & E. Hall Ltd., Dartford, have signed an agreement with the Fundo de Renovacao e de Apetrechamento da Industria da Pesca, Lisbon, for the supply of refrigerating plants valued at over £800,000 for fishing vessels and shore installations.

Nigerian vehicle orders

AEC Ltd., London, have received contracts worth £470,000 from Nigeria for 28 truck and six passenger chassis.

Four more acid plants for New Zealand

Simon-Carves Ltd., Stockport, have obtained four sulphuric acid plant orders from New Zealand. They are for the East Coast Farmers' Fertilizer Co. Ltd., Bay of Plenty Co-operative Fertilizer Co. Ltd., Southland Co-operative Phosphate Co. Ltd., and New Zealand Farmers' Fertilizer Co. Ltd., Auckland. Total value of the orders approaches £1 million and brings to 11 the sulphuric acid plants the company have supplied to New Zealand.

Weighbridge at power station

W. & T. Avery Ltd., Birmingham, have supplied a tippler weighbridge for unloading railway wagons at the Rooiwal power station, South Africa.

Translation in Kuwait

Clarke and Smith International Ltd., London, shipped to Kuwait a five-channel multi-lingual translation system for the World Health Organization conference at the Al Sabah Hospital Assembly Hall. The contract was won in the face of stiff foreign competition.

Japan buys wrapper machines

Rose Brothers (Gainsborough) Ltd., have received an order for 28 FWT wrapping machines worth £120,000 to be supplied to Meiji Seika of Tokyo for the wrapping of confectionery.

Irish trunk telephone network

Orders worth £145,000 have been placed by the Irish telephone authority with Associated Electrical Industries Ltd., London, for terminal telephone equipment capable of handling 300 conversations over small diameter coaxial cables.

Indian switchgear order

GEC Engineering Ltd., Witton, have received a £135,000 order for metal clad switchgear for the Kanpur Supply Administration, India, to be installed at the Riverside Power Station.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

HM CONSULATE-GENERAL *in* Lourenço Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by November 23.

District of Lourenço Marques

Nathu Hirjee, Abdul Satar Mahomad Ussene, Aboobakar Mahomed Ussene, Ibrahimo Noormahomed or Ibrahimo Noormamad, Ahmed Rassul Mossam or Ahmed Rassul Morsan, Amad Jacaria, Arunkamar Sumantrai, Ashok Kumar Sumantrai Desai, Bagvanjy Dajybhai Prema, Balkrishna Maganlal, Dhirajlal Maganlal, Bharat Kumar Maganlal, Carsane Lalgy, Samgi, Cala Danji, Calam Kala or Calan Cala Danji, Mangi Cala or Mangi Cala Danji, Cangi Ganda, Carsane Lacmane, Meggi Premgi, Lacmane Carsane or Lacmane Cala Danji, Nanji Pitambar, Ismael Daud, Jamal Calu, Ismail Salegee Lahu or Ismail Salegee Laher, Ismail Hassan Kapoha, Ismael Sulemane Patel, Kalidas Givan or Kalidas Jivangee, Lalloo Chiba or Ladu Pema Chiba, Mahomed Khan Samser Kan, Manishanker Jivanram Bhatt, Natvarlal Madhavbhai, Nathubhai Dagerbhai, Nurmamad Babul or Noormahomed Babool, Omar Latife or Omar Latif, Ally Latif, Praggy Hirgee or Pragji Hirgy, Pulchand Keshanjee Rajpoia or Kaporchand Kerchanji Rajpaca, Gopal Manchu, Hirgee Pitambar & Co., Ranchod Kalidas, Jina Parbhu, Kalan Lachu, Mangaljee Kerajee, Ibrahim Esmail Mamangy, Nanji Pitambar.

District of Gaza

Lalgi Jetha, Nathalal Gordhandas.

District of Tete

Jussub Janu.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE No. R1570 published in the Republic of South Africa *Government Gazette* of October 16, sets out the following amendment to the Republic's customs tariff with effect from that date.

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
		Cents	Cents	Cents
254	By the substitution, for the item, of the following item:			
	'(1) Leather from bovine or equine hides (excluding chamois-dressed and patent leather):			
	(a) Calf leather, less than 18 sq. ft. per skin	—	Free	—
	(b) White leather, with a suede, velour or velvet finish	—	Free	—
	(c) Flesh splits . . per sq. ft.	—	12 less 50% with a maximum of 20%	—
	(d) Sole leather (except flesh splits), whether shaped or not, and pieces . . . . . per lb.	—	20% or 5 whichever duty shall be the greater	—
	(e) Other . . . . per sq. ft.	—	24 less 60% with a maximum of 20%	—
	(2) Leather of sheep or lambskins (excluding chamois-dressed and patent leather) . . . per sq. ft.	—	6 less 35% with a maximum of 20%	—
	(3) Leather of goat or kid skins (excluding chamois-dressed and patent leather):			
	(a) Glace and suede . . .	—	Free	—
	(b) Other . . . . per sq. ft.	—	8 less 35% with a maximum of 20%	—
	(4) Leather, other kinds (excluding chamois-dressed and patent leather):			
	(a) Genuine reptile, fish, frog, toad, bird, seal, kangaroo, antelope, deer and pig leather . .	—	Free	—
	(b) Other . . . . . per lb.	—	20% or 5 whichever duty shall be the greater'	—
255	By the substitution, for the item, of the following item:			
	(1) Chamois-dressed leather . .	—	20%	—
	(2) Patent leather	—	Free	—
	(3) Welting and randing of leather .	—	20%	—

Note: The effect of this notice is to re-arrange the items and to increase the duty on certain types of leather.

Marking of packages

THE TEXT of a communication from the Acting General Manager, South African Railways, Johannesburg addressed to the South African Secretary for Commerce and Industries is appended below.

'In terms of Harbour Regulation No. 110 of the Regulations for the Harbours of the Republic of South Africa and South-west Africa, all packages exceeding 4,000 lb. in weight must have the actual weight thereof legibly painted on the outside of the package in close proximity to the shipping mark.

'However, this stipulation has resulted in "over weight" cartage charges, applicable to packages weighing over 3,000 lb. *vide* clause 251 (c) (iii) of the Official Railway Tariff Book, not being collected at inland destinations on packages emanating from the ports and which weigh between 3,000 and 4,000 lb. each in weight.

'In order to overcome this difficulty, it is the intention to amend the weight stipulation referred to in Harbour Regulation No. 110 from 4,000 lb. to 3,000 lb., and your earnest co-operation is sought in making the amendment as widely known as possible amongst exporters and importers in the Republic and shippers, manufacturers and suppliers in overseas countries.

'It is realized, of course, that it will take some time before the new requirement becomes generally known and, in respect of packages affected thereby, it has been decided to relax temporarily the stipulation that should the weight not be marked on the package, the consignee will be debited with all expenses in respect of weighing, extra handling and cartage charges, etc.

'The proposed amendment will not affect the various provisions in the landing or shipping clauses of the Official Harbour Tariff Book, for higher charges to be levied in packages exceeding two tons (4,000 lb.) in weight.

'You will be advised, in due course, of the date of publication of the amendment.'

(Continued on next page)

Rebate of duty for manufacturing purposes

GOVERNMENT NOTICE No. R1572 published in the Republic of South Africa *Government Gazette* of October 16, amends the Second Schedule of the Customs Tariff as follows:

Item	Article	Duty rebated as under
493	Shirt, Collar and Pyjama Suit Manufacturing Industries: By the substitution, for paragraph (2), of the following paragraph:	
	(2) Plush or pile fabrics containing 50% or more by weight of cotton:	
	(a) of a free-on-board price not exceeding 24 c. per sq. yard:	
	Liable to the minimum duty . . .	The whole duty
	Liable to the intermediate or maximum duties	625 c. per 1,000 yards
	(b) of a free-on-board price exceeding 24 c. per sq. yard	To the extent of the intermediate duty
	By the substitution, for paragraph (13), of the following paragraph:	
	(13) Unprinted woven fabrics, containing 50% or more by weight of cotton of a free-on-board price exceeding 37½ c. per sq. yard in a plain weave or in a twill or sateen weave (except calico, drill, twill or sateen)	To the extent of the intermediate duty
507	Nightdress Manufacturing Industry: By the substitution, for paragraph (2), of the following paragraph:	
	(2) Plush or pile fabrics containing 50% or more by weight of cotton:	
	(a) of a free-on-board price not exceeding 24 c. per sq. yd.:	
	Liable to the minimum duty . . .	The whole duty
	Liable to the intermediate of maximum duties	625 c. per 1,000 yards
	(b) of a free-on-board price exceeding 24 c. per sq. yd.	To the extent of the intermediate duty
	By the substitution, for paragraph (11), of the following paragraph:	
	(11) Unprinted woven fabrics, containing 50% or more by weight of cotton of a free-on-board price exceeding 37½ c. per sq. yd. in a plain weave or in a twill or sateen weave (except calico, drill, twill or sateen)	To the extent of the intermediate duty

Note: The effect of this notice is to rearrange the items mentioned and to make provision for a rebate of duty on plush or pile fabrics of a free-on-board price exceeding 24 c. per sq. yd. up to and including 37½ c. per sq. yd.

MALAWI

Customs tariff change

THE Customs and Excise Ordinance Notice of Motion, 1964, published as Malawi Government Notice No. 23 of August 14, gives details of changes in the customs tariff. The items affected and the new rates of duty are as follows:

Part II (Britain pays the column D rate of duty).

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
108	Firearms:				
	(a) Guns, rifles, revolvers, pistols *ad val.*	40%	30%	30%	20%
	and in addition per firearm	£4	£3	£3	£2
	(b) Gun and rifle furniture . *ad val.*	40%	30%	30%	20%
	(c) Humane animal killers . . .	Free	Free	Free	Free
310	Ammunition and explosives:				
	(b) Cartridges, shotgun . . *ad val.*	50%	40%	40%	30%
	and in addition per 100	£3 10s.	£2 10s.	£2 10s.	£1 10s.
	(c) Cartridges, other . . *ad val.*	50%	40%	40%	30%
	(d) Percussion caps and empty cartridge cases . . . *ad val.*	50%	40%	40%	30%
	(e) Shot, bullets and slugs . *ad val.*	50%	40%	40%	30%
	(f) Gunpowder and other explosives suitable for use in firearms *ad val.*	50%	40%	40%	30%
	and in addition per lb.	1s. 3d.	1s.	1s.	9d.
	(g) Fireworks of all descriptions *ad val.*	30%	20%	20%	10%
	(h) (i) Fuse, blasting . . *ad val.*	10%	5%	Free	Free
	(ii) Detonators . . *ad val.*	10%	5%	Free	Free
	(iii) Fuse igniters, n.e.e. . *ad val.*	10%	5%	Free	Free

TANGANYIKA

Import restrictions

AN OFFICIAL PRESS RELEASE in Dar es Salaam indicates that, with effect from October 23, import licences must be obtained before any business concerning the following articles is transacted:

Wheat flour; beer; paints, enamels, lacquers, varnishes, artists' colours; envelopes, writing blocks, letter pads, exercise books, registers, albums, diaries, memorandum blocks, etc.; coated iron

(*Continued on next page*)

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TANGANYIKA, *continued*

and steel sheets, plain or corrugated, aluminium coils, corrugated and flat sheets, plates; shirts of textile fabric.

from all sources including Kenya and Uganda.

The Controller of Imports states that it is necessary to license importation of these articles because they are causing serious injury to domestic producers within the United Republic of Tanganyika and Zanzibar.

Requests for import licences have to be forwarded to the Controller of Imports, Ministry of Commerce and Co-operatives, PO Box 2774, Dar es Salaam, on appropriate form, together with three copies of indent.

Further details will be published as soon as the *Official Gazette* Notice is available.

SOUTHERN RHODESIA

Suspensions of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1964 (Nos. 2 and 3), published as Southern Rhodesia Government Notices Nos. 732 and 742 on October 16, amend the First Schedule to the Customs and Excise (Suspension) Regulations, 1964, by the insertion of the following items:

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 75 (1)	Multi-coloured canvas piece-goods, not exceeding 33 inches in width and weighing not more than 16 oz. per square yard . . . . *ad val.* NOTE: Multi-coloured canvas means canvas having a distinct pattern or design over the whole surface of the fabric.	27½%	22½%	22½%	12½%
Ex 260	Rubber tyres and tubes: (a) (v) Tyres, pneumatic, other, including the immediate wrapper and flaps: ex (L) Other: In sizes and marked 3.00 × 10 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.

LEBANON

Customs Tariff amendment

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description of Goods	Basis for collection	Normal Tariff
57.07	Yarn of other vegetable textile fibres: (a) Containing at least 80% by weight of such vegetable textile fibres: (1) Of coconut fibres . . . . . (2) Other. . . . . . (b) Unchanged.	 *ad val.* *ad val.*	 Free 25%

All inquiries about this notice should be addressed to the Tariff Section, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460, 462).

BRAZIL

Regulations controlling remittances of profits and royalties

HM EMBASSY at Rio de Janeiro report the issue of Law No. 4390 of August 29, 1964, relating to the remittance from Brazil of profits and royalties, which modifies Law No. 4131 of September 2, 1962 (see *Board of Trade Journal* of February 14, 1964, page 374). Under Brazilian legal procedure this new law will not be put into practice until regulations clarifying it are promulgated.

ARGENTINA

Foreign exchange regulations

HM EMBASSY at Buenos Aires report the issue of Argentine Government Decree No. 7709 of October 2, 1964, which lays down the procedure to be followed for the import of industrial machinery and motors:

(a) The import of capital goods, whatever their nature, including those brought into the country under special decrees or laws exempting the same from surcharges and/or customs duties, must conform to the financial régime of payments established by the Argentine Central Bank.

(b) The above regulations apply to the import of capital goods, whatever their nature, and whether exempted or not from the payment of surcharges and/or customs duties, made by national, provincial and municipal departments and decentralized organizations.

The foregoing regulations are not applicable to imports of capital goods from Brazil, Chile, Colombia, Mexico, Peru, Uruguay, and Ecuador, which are subject to special concessions under Latin American Free Trade Association (LAFTA) agreements.

HAITI

Customs tariff changes affecting vehicles

BY decree dated September 22, 1964, and published in the Haitian *Le Moniteur* of September 24, the following changes were made to the Customs Tariff on imported vehicles.

Tariff No.	Description	*Ad Valorem* Old Rate	*Ad Valorem* New Rate
87.02.01	Lorries for the carriage of merchandise driven by motors of all types	23·5%*	12%
87.02.02	Diesel lorries	No Change	
87.02.03	Lorries for the carriage of merchandise driven by petrol motors	23·5%	12%
87.02.04	4-wheel drive vehicles (Jeeps, Landrovers) . .	No change	
87.02.05	Omnibus and trolleybus for the carriage of people driven by motors of all types.	23·5%*	12%
87.02.06	Diesel buses	No change	
87.02.07	Omnibuses, trolleybuses for the carriage of people driven by petrol motors	23·5%	12%
87.02.08	Automobiles of all kinds with a c.i.f. value not exceeding $1,400 . . . . . (N.B. Previous limit $1,800).	20%	10%
87.02.09	Automobiles of all kinds with a c.i.f. value more than $1,400 but not exceeding $1,900 . .	—	15%
87.02.10	Automobiles of all kinds with a c.i.f. value more than $1,900 but not exceeding $2,550 . .	—	22%
87.02.10-A	Automobiles of all kinds with a c.i.f. value more than $2,550 but not exceeding $3,250 . .	40%	35%
87.02.10-B	Automobiles of all kinds with a c.i.f. value more than $3,250 but not exceeding $4,000 . .	40%	45%
87.02.10-C	Automobiles of all kinds with a c.i.f. value more than $4,000	40%	60%
87.02.12	The tourist vehicles intended to be re-exported within a period exceeding 90 days but not more than 180 days counting from the date of arrival in the country of the said automobiles and vehicles . . . . . N.B. – The same intended to be re-exported more than 180 days from the date of arrival in the country of the said automobiles and vehicles will be subject to payment of the normal fees in accordance with the corresponding entries of the Customs Tariff.	8·26%	10%
87.03	Automobiles for special uses other than strictly for transport purposes such as break-down vans, tankers, mobile ladders, street sweepers, snow ploughs, spraying vehicles, crane lorries, searchlight lorries, mobile workshops, radiological units	17%	12%

* An *ad hoc* rate of 12 per cent has been charged for the last 2 years.

CANADA

'Made in Canada' rulings

THE FOLLOWING rulings have been made for Canadian Customs purposes:

Of '*a class or kind made in Canada*':

(i) Elastic adhesive bandages
(ii) Elastic adhesive plasters
(iii) Extension plasters.

Note:

In general non-elastic bandages have previously been ruled

made in Canada.
Polyoxypropylene glycols.
Aliphatic polyoxypropylene triols.
Aliphatic polyoxypropylene polyoxyethylene triols.
Potassium isopropyl xanthate.
(Rulings effective November 19, 1964.)

1 Melamine formaldehyde resins in aqueous emulsions.
2 Aqueous dispersions or aqueous solutions without admixture.
3 Melamine formaldehyde moulding compositions.
4 Urea formaldehyde moulding compositions.
(Ruling effective November 20, 1964.)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-26-1, D51-33-1, D51-33-1 dated October 19, 1964 and D51-31-1 dated October 20, 1964.

Further rulings

The following rulings have been made for Canadian Customs purposes:

Of '*a class or kind not made in Canada*':
Geared pipe threaders sometimes known as geared pipe threading tools.
(Ruling effective October 13, 1964.)

N.B.
Memorandum D51-12 dated April 10, 1964 is superseded in so far as it relates to geared pipe threaders.
Uncut greige corduroy fabric.
(Ruling effective October 15, 1964.)

Of '*a class or kind made in Canada*':
Concrete mixers transit type having rated capacities as mixers within the range from 5 cubic yards to 12 cubic yards both inclusive.
(Ruling effective November 16, 1964.)

Note:
A customary 30 days' notice does not apply to concrete mixers transit type having rated capacities within the range from 5 cubic yards to 10 cubic yards both inclusive which were previously ruled of a class or kind made in Canada. Reference to such machines in Memorandum D51-21 is superseded upon the effective date of this Memorandum.

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-12-1 dated October 13, 1964, D51-26-1, and D51-21-1 dated October 15, 1964.

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of ' a class or kind not made in Canada':
Sulehamethazine.
(Ruling effective October 21, 1964)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-33-1 dated October 21, 1964.

NEW ZEALAND

Protection against forest and timber insect pests

THE NEW ZEALAND Government are concerned about the threat which they believe exists to their forests from insect pests which may enter New Zealand in the wooden packing used to ship imported goods. They are, therefore, considering the introduction of greater control over the entry into New Zealand of wooden packing.

The New Zealand Forest Service announced on July 3 that from January 1, 1965, the importation either of sawn timber or of wooden packing materials to which bark is attached will be forbidden. (This prohibition will not apply to peeler logs or marine piling, to which special conditions of entry apply).

This announcement also recommended that in their own interests New Zealand importers and manufacturers should inform all their overseas suppliers of the provisions of the Forests Act 1949, which prohibits the importation of forest produce infected by live insects or disease organisms. Overseas suppliers should also be asked either to treat any wooden containers or to accompany them with an inspection certificate to the effect that they were free from bark and insects. Regulations making this action compulsory may be introduced some time in the future.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320).

Revision of 1964/65 import licensing schedule

THE NEW ZEALAND Customs Department has been reviewing the 1964/65 Import Licensing Schedule (see *Board of Trade Journal*, May 8, 1964, page 1033) and has issued lists of items for which the basic allocations have been increased or for which increased import provision is being made in the individual consideration category.

Ten items have been exempted from licensing control. Details of these changes will be published in next week's issue of the *Board of Trade Journal*.

MALAYSIA

Tariff Advisory Board

THE BOARD OF TRADE have been informed by cable that the Tariff Advisory Board list of items to be considered for protective duties as major steps towards establishing a Malaysian Common Market was published simultaneously in Singapore, Kuala Lumpur, Jesselton and Kuching on October 24, 1964. The items (at present unknown) are divided into four groups.

A. Goods of rubber and associated materials.
B. Eggs, cigars, veterinary medicaments, cotton wool, certain cleaning substances, sanitary towels.
C. Asbestos, cement building materials, articles of iron and steel, including sheets, wire and household equipment, copperware.
D. Certain acids and spirits, monosodium glutamate, certain semi-manufactures of woods, batteries and parts, umbrellas.

Public inquiries for group A are to be held in Kuala Lumpur on November 23 and 24, Group B in Singapore November 30 to December 2, Group C and D in Kuala Lumpur on December 7 to 9 and 14 to 16 respectively.

The goods have been selected as suitable for inclusion in the Common Market 'as goods and products produced or manufactured in significant quantities in Malaysia'. The purpose of the inquiries is to examine the suitability of these goods to be declared Common Market goods, and also to determine what rates of protective duty (if any) should be established in the Malaysia Common Tariff on these goods. Oral evidence may have to be given on oath. Written evidence may have to be verified on oath or by statutory declaration. Persons proposing to give evidence are required to inform the Tariff Advisory Board Secretary (P.O. Box 546 Kuala Lumpur) stating products and whether importers, manufacturers, etc. not later than November 9, for group A, November 16, for group B, November 23, for group C and D. In return guidance notes and outline of points to be covered in evidence will be supplied. All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

MALAYSIA (THE STATES OF MALAYA)

Pioneer industries ordinance 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958.

Industries	Products
Motor vehicle parts and accessories manufacture	(i) Parts for assembly into the suspension and steering system
	(ii) Parts for assembly into the power unit
	(iii) Parts for assembly into the brake system
	(iv) Parts for assembly into Transmission system
	(v) Accessories

The proposal to designate these products was announced in the *Board of Trade Journal* of September 4, 1964.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 1236/4/G.

AUSTRALIA

Tariff Board Inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **tractors, exceeding 10 belt pulley horse power, tractor engines and parts**. (Tariff Items 177(B)(1)(a), 177(B)(1)(b)(1) and (2), 177(B)(3), 177(B)(4), 177(B)(5) except tyres and tubes, 178(B)(3), 178(B)(5) and 178(C)(3).

This reference is of Departmental origin.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
177	(B) Tractors and tractor parts:			
	(1) Tractors:			
	(a) As prescribed by Departmental By-laws . . *ad val.* Provided that winches, pneumatic tyres and tubes and wheels and wheel centres of types usable with pneumatic tyres being original equipment imported with and for use with or incorporated in such tractors shall be dealt with for duty purposes under sub-paragraph (b).	Free	7½%	7½%
	(b) Original equipment imported with and for use with or incorporated in tractors, viz.:			
	(1) Winches . . *ad val.*	27½%	55%	57½%
	(2) Wheels and wheel centres of types usable with pneumatic tyres . . . *ad val.* or per lb. whichever rate returns the higher duty.	22½% 1d.	45% 2d.	45% 2d.
	(3) Tractors for use in the manufacture of, or incorporation in, road rollers, not covered by paragraph (2) *ad val.*	27½%	42½%	50%
	(4) Tractors, n.e.i. . . . *ad val.*	27½%	55%	57½%
	(5) Tractor parts:			
	(a) Wheels, if of types used with pneumatic tyres, with or without wheel centres or pneumatic tyres and tubes:			
	•on the pneumatic tyres and tubes . . . per lb. or *ad val.* whichever rate returns the higher duty.	6d. 7½%	1s. 20%	1s. 1½d. 32½%
	on the remainder . *ad val.* or per lb. whichever rate returns the higher duty.	22½% 1d.	45% 2d.	45% 2d.
	(b) Wheel centres for wheels of types used with pneumatic tyres *ad val.* or per lb. whichever rate returns the higher duty.	22½% 1d.	45% 2d.	45% 2d.
	(c) N.e.i., but not including engines and parts therefor . *ad val.*	Free	7½%	7½%
178	MOTIVE POWER MACHINERY AND APPLIANCES (except electric), viz.:			
	(B) Internal combustion piston engines:			
	(3) Engines for use in tractors, as prescribed by Departmental By-laws *ad val.*	Free	7½%	7½%
	(5) Other . . . . *ad val.* Subject to a reduction in the rate of duty of 2·5 for each brake horse-power in excess of 60 brake horse-power, with minimum of *ad val.*	25% Free	42½% 7½%	52½% 12½%
	(C) Parts for internal combustion piston engines, not being electrical starting equipment or ignition equipment:			
	(3) For engines for use in tractors:			
	(a) As prescribed by Departmental By-laws . . *ad val.*	Free	7½%	7½%
	(b) Cylinder sleeves:			
	(1) Not exceeding 5 inches internal diameter . *ad val.*	17½%	45%	45%
	(2) Other . . *ad val.*	Free	7½%	7½%
	(c) Cylinder sleeve assemblies; pistons, piston assemblies *ad val.*	22½%	47½%	47½%

• Shown for information only.

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than November 14.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1, Victoria Street, London, S.W.1, quoting reference No. C.R.E. 14009/64.

Dumping duty on continuous filament nylon (polyamide) yarn

CONTINUOUS filament nylon (polyamide) yarn imported into Australia has recently been made the subject of a dumping duty under the Customs Tariff (Dumping and Subsidies) Act, 1961.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. quoting reference No. CRE 12369/63.

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D4/7959 of October 16, 1964 (*Nederlandse Staatscourant* No. 203 of October 19), contains **amendments** (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under the terms of this Order may not be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The order came into force from October 21, 1964.

Amendments

Tariff No.	Description of Goods	Annual Quota: (Quantity: Metric tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (From Jan. 1, 1964)	NEW (From Jan. 1, 1964)	OLD (From Jan. 1, 1964)	NEW (From Jan. 1, 1964)
45.01	Natural cork, unworked, crushed, granulated or ground; waste cork .	10,000	18,000	Free	Free
76.01 B I	Aluminium waste and scrap . .	300	1,000	0·75	0·75

A previous notice on The Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* of October 2, 1964, page 768.

SPAIN

Customs duties

DETAILS OF AN ADDITIONAL Spanish duty of 420 pesetas per metric ton on nitrogenous fertilizers were published in the *Board of Trade Journal* of July 1, 1960 (page 52). In the *State Gazette* of October 12, 1964, the Spanish authorities announced the cancellation of these compensatory duties. The fertilizers affected are:

Tariff heading	Description
31.02-D	Ammonium nitrate.
31.02-E	Ammonium sulphate.
31.02-F	Ammonium sulphonitrate.
31.02-G	Calcium cyanamide.
31.02-H	Urea.
31.02-I	Ammonium nitrate, mixed.
31.02-J	Other nitrogenous fertilizers.

In the *State Gazette* of October 17, the Spanish authorities announced that the import duty on tariff heading 37.02–A1 (film in rolls, sensitized, unexposed, perforated or not) was suspended until November 17.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

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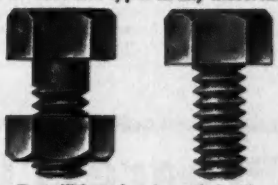

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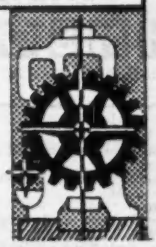

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	10 July 1964
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	11 Sept. 1964
– final (Q)	9 Oct. 1964
Distributive and service trades (A)	27 Dec. 1963
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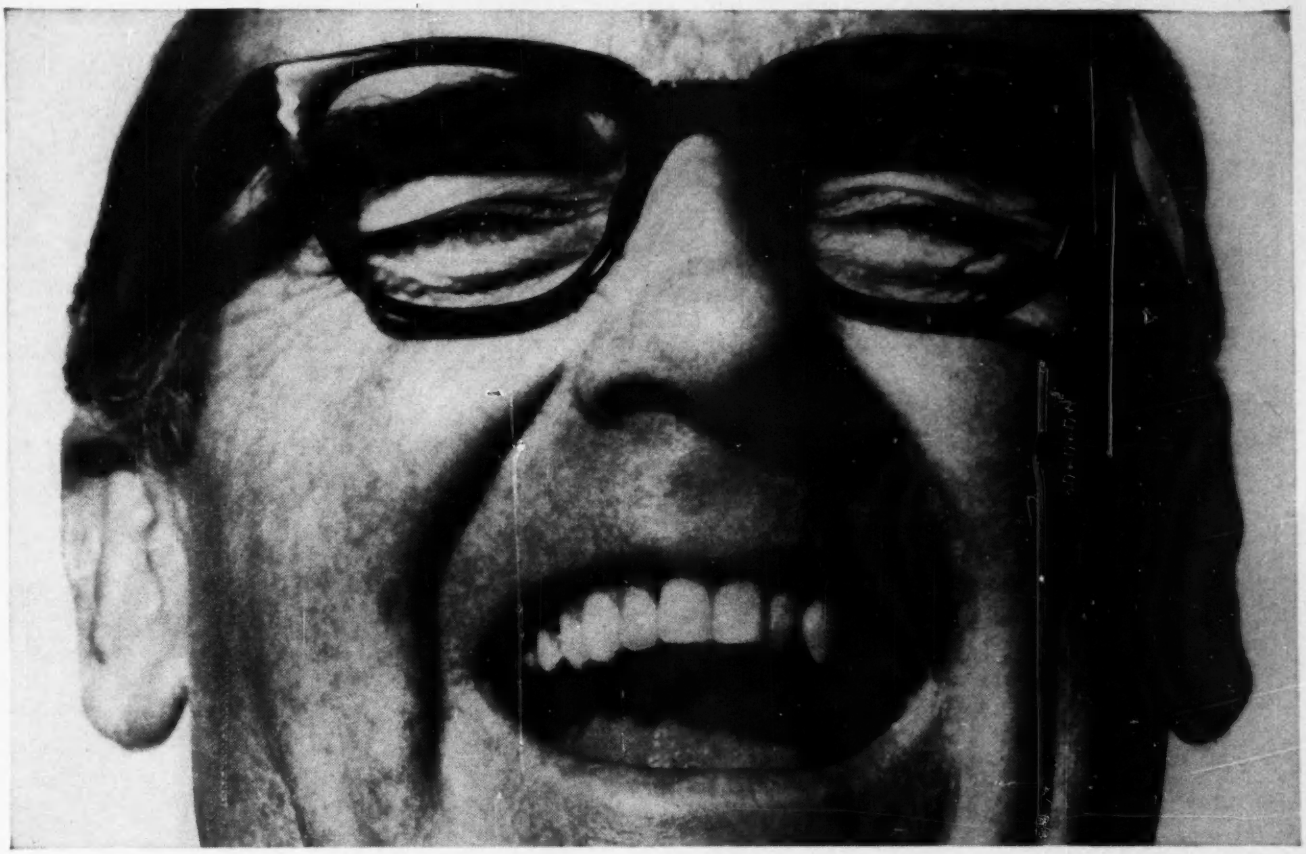

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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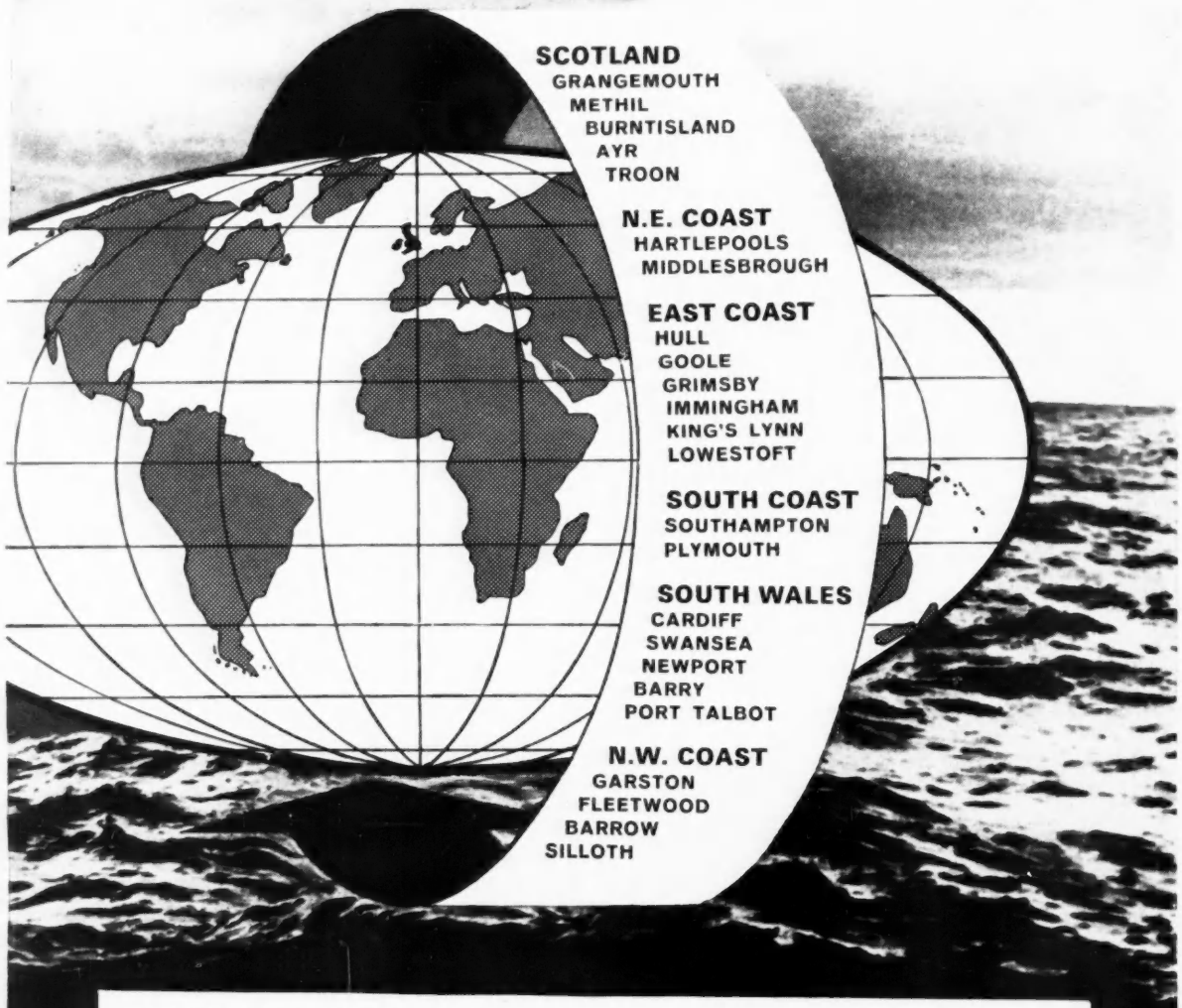

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